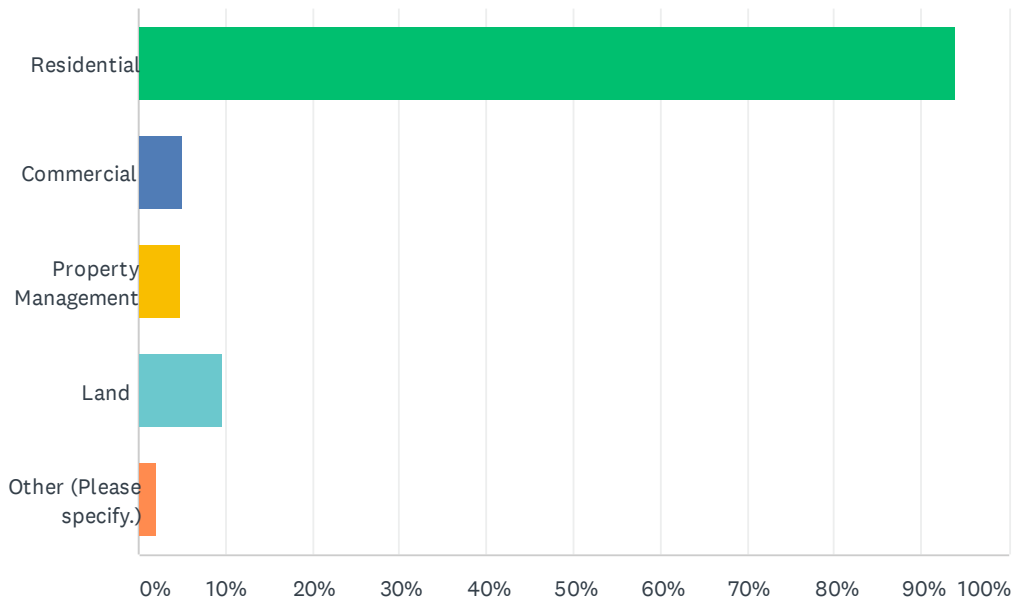


## Q1 What is your PRIMARY area of real estate where you spend most of your time?

Answered: 1,155 Skipped: 0



ANSWER CHOICES	RESPONSES	
Residential	93.94%	1,085
Commercial	5.11%	59
Property Management	4.76%	55
Land	9.61%	111
Other (Please specify.)	2.08%	24
Total Respondents: 1,155		

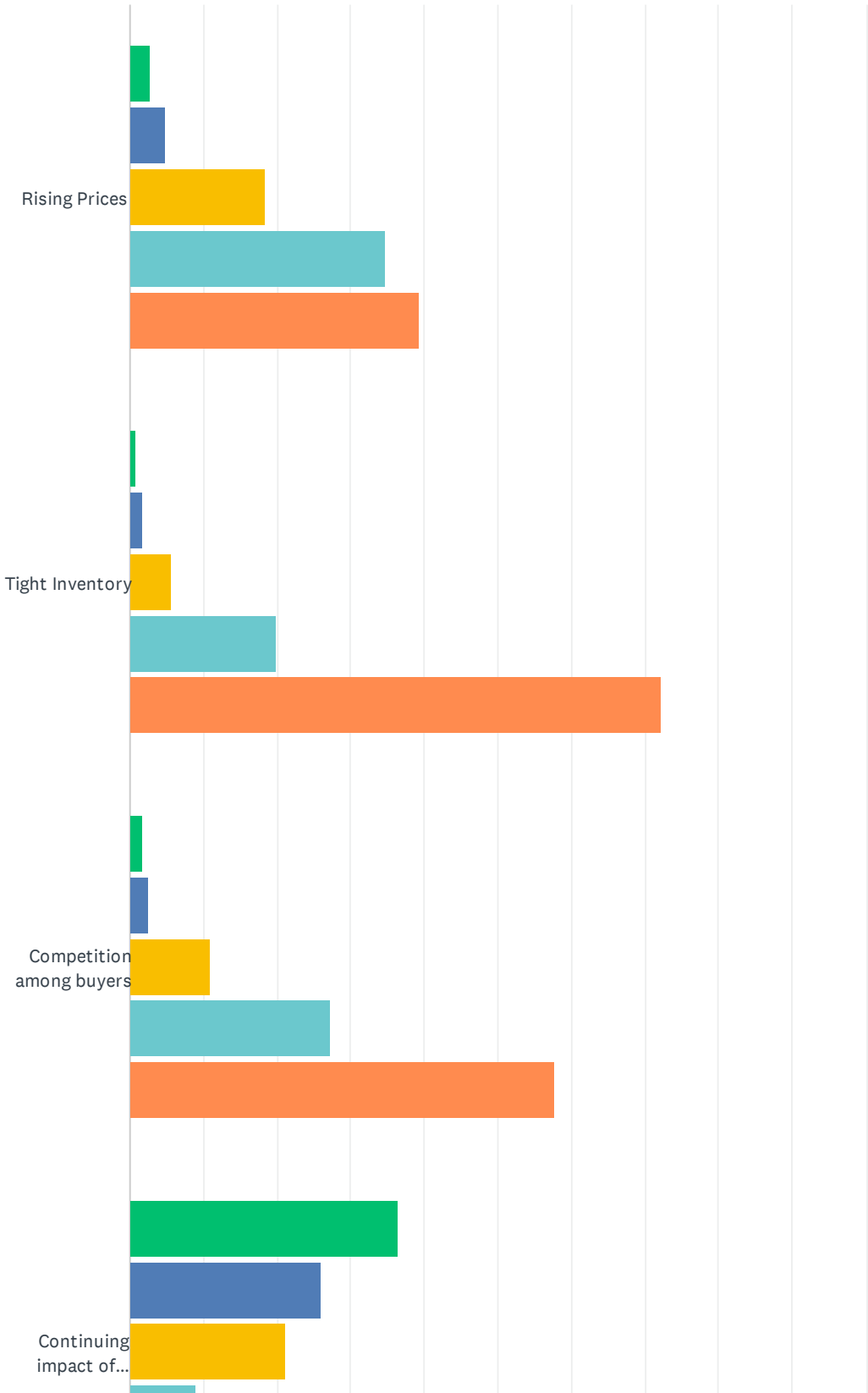
#	OTHER (PLEASE SPECIFY.)	DATE
1	Corporate Relocation-Residential	8/12/2021 11:58 AM
2	Multi-Family	8/12/2021 8:26 AM
3	Thank	8/12/2021 8:14 AM
4	Appraisal	8/9/2021 2:33 PM
5	Resort Residential/Investment	8/9/2021 12:19 PM
6	Residential Appraising	8/9/2021 12:18 PM
7	Real Estate appraiser ( 90%)	8/6/2021 8:01 PM
8	Development	8/6/2021 5:47 PM
9	I teach CE. and I coach agents and teams	8/6/2021 2:52 PM
10	Auctions	8/6/2021 1:34 PM
11	Real Estate Office Management	8/6/2021 12:45 PM

## Trends & Issues in Tennessee's Property Markets

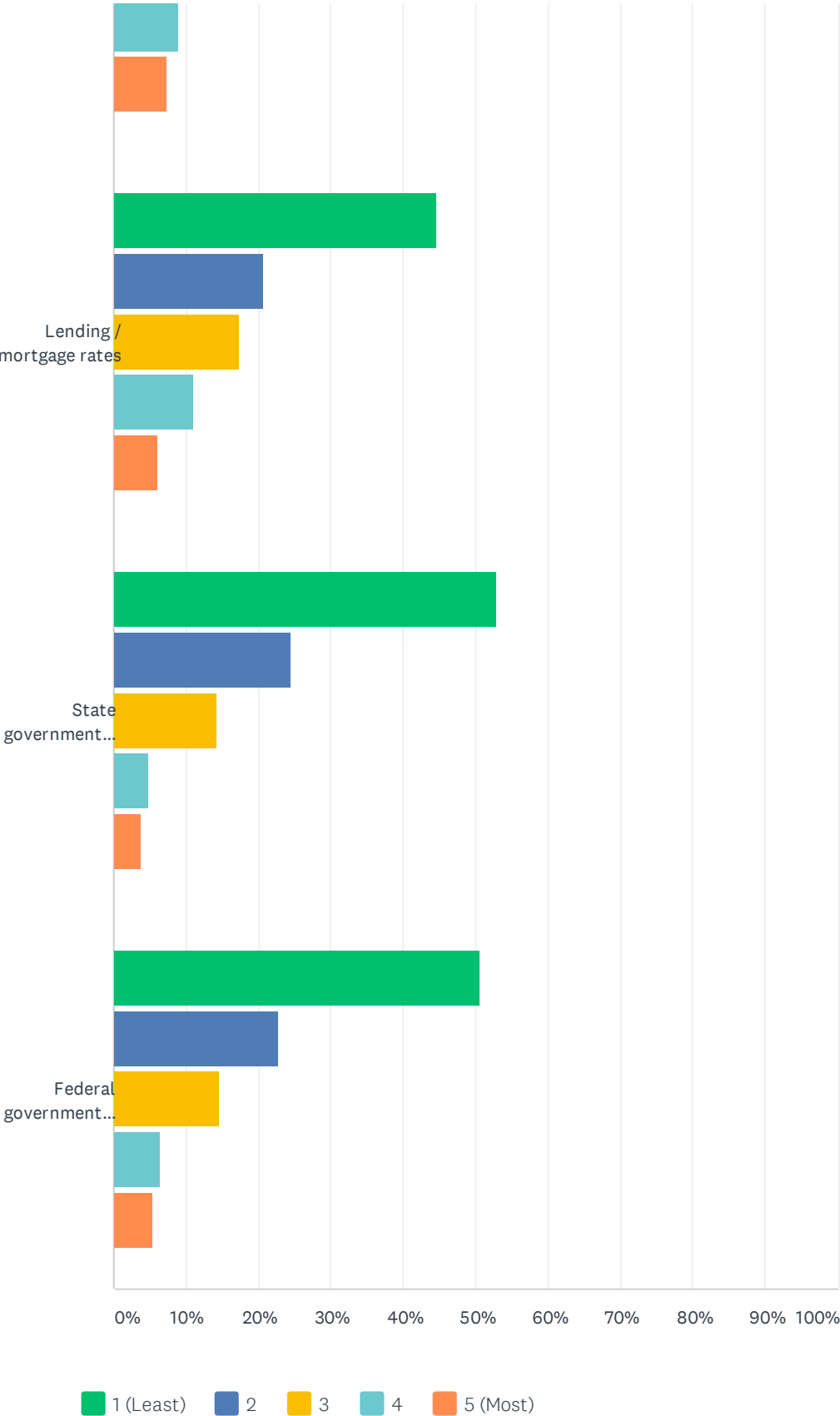
12	I work in land and commercial as well.	8/6/2021 12:02 PM
13	New construction	8/6/2021 11:53 AM
14	Investment Properties	8/6/2021 8:28 AM
15	and recreational properties	8/5/2021 4:12 PM
16	New Construction	8/5/2021 2:29 PM
17	REO	8/5/2021 1:41 PM
18	Will Do Commercial , Primary Residential	8/5/2021 1:18 PM
19	New Construction	8/5/2021 1:06 PM
20	appraisal	8/5/2021 1:01 PM
21	Residential Appraisal	8/5/2021 12:44 PM
22	Rental	8/5/2021 12:29 PM
23	Investment	8/5/2021 12:17 PM
24	over-night / vacation properties, cabins, condos	8/5/2021 12:13 PM

Q2 From 1 to 5 (with 5 being the most), how much are the following issues affecting your real estate business right now?

Answered: 1,155 Skipped: 0



Trends & Issues in Tennessee's Property Markets



## Trends & Issues in Tennessee's Property Markets

	1 (LEAST)	2	3	4	5 (MOST)	TOTAL	WEIGHTED AVERAGE
Rising Prices	2.72% 31	4.74% 54	18.42% 210	34.74% 396	39.39% 449	1,140	4.03
Tight Inventory	0.78% 9	1.65% 19	5.56% 64	19.88% 229	72.14% 831	1,152	4.61
Competition among buyers	1.58% 18	2.55% 29	10.90% 124	27.24% 310	57.73% 657	1,138	4.37
Continuing impact of COVID-19 and the 2020 lockdowns	36.48% 414	25.90% 294	21.23% 241	9.07% 103	7.31% 83	1,135	2.25
Lending / mortgage rates	44.55% 503	20.73% 234	17.45% 197	11.16% 126	6.11% 69	1,129	2.14
State government housing policies	52.86% 592	24.38% 273	14.20% 159	4.73% 53	3.84% 43	1,120	1.82
Federal government housing policies	50.71% 570	22.86% 257	14.68% 165	6.41% 72	5.34% 60	1,124	1.93

#	COMMENTS?	DATE
1	Fed needs to remove eviction and foreclosure bans.	8/12/2021 2:44 PM
2	I'm a new argent and not sure where to find this kind of info.	8/12/2021 2:30 PM
3	no	8/12/2021 1:09 PM
4	The rates are great but hard to get appraisals back in time	8/12/2021 11:58 AM
5	Need more lenders for low credit score with job	8/12/2021 9:16 AM
6	Too much protection for unpaid tenants	8/12/2021 8:38 AM
7	TDEC closing septic local offices is bad	8/12/2021 8:30 AM
8	Even financially stable buyers that have money saved to buy a home are heavily struggling to buy in this market.	8/12/2021 8:25 AM
9	I have an issue with the rent forgiveness that is causing issues for the property owners and is ridiculous. It just give people an excuse to not pay their rent, even when they can. It might help if they would get off their butts and GET A JOB!.	8/12/2021 8:18 AM
10	Honestly covid and these other factors have only made my business more profitable...	8/12/2021 8:14 AM
11	extending forbearance is stupid and irresponsible. At a minimum rent subsidies should legally go direct to landlords.	8/12/2021 8:11 AM
12	Local jurisdictions' (Especially Metro Nashville) zoning laws exasperate the housing crisis!	8/11/2021 2:34 PM
13	CDC doesnt make law and shouldnt be madating moritoriums. Gov agencies should be paying landlords directly or allowing evictions.	8/10/2021 11:35 PM
14	Great mortgage rates has buyers ready to purchase; inventory in areas they want is extremely slim.	8/10/2021 9:17 PM
15	The cash buyers are killing the average Joe....	8/9/2021 4:29 PM
16	sellers rule, Buyers hit hard	8/9/2021 2:36 PM
17	Local governments need to simplify development & entitlement requirements. The current housing shortage across our Country is more to to with nearly impossible requirements to develop and gain the right to begin construction (gain numerous permits) than most all other challenges facing developers who want to develop but can't satisfy or afford to invest in the rigorous process. It costs time & money and people are loosing confidence in the system.	8/9/2021 2:31 PM
18	Gov backed loans take too long to clear underwriting	8/9/2021 2:26 PM

## Trends & Issues in Tennessee's Property Markets

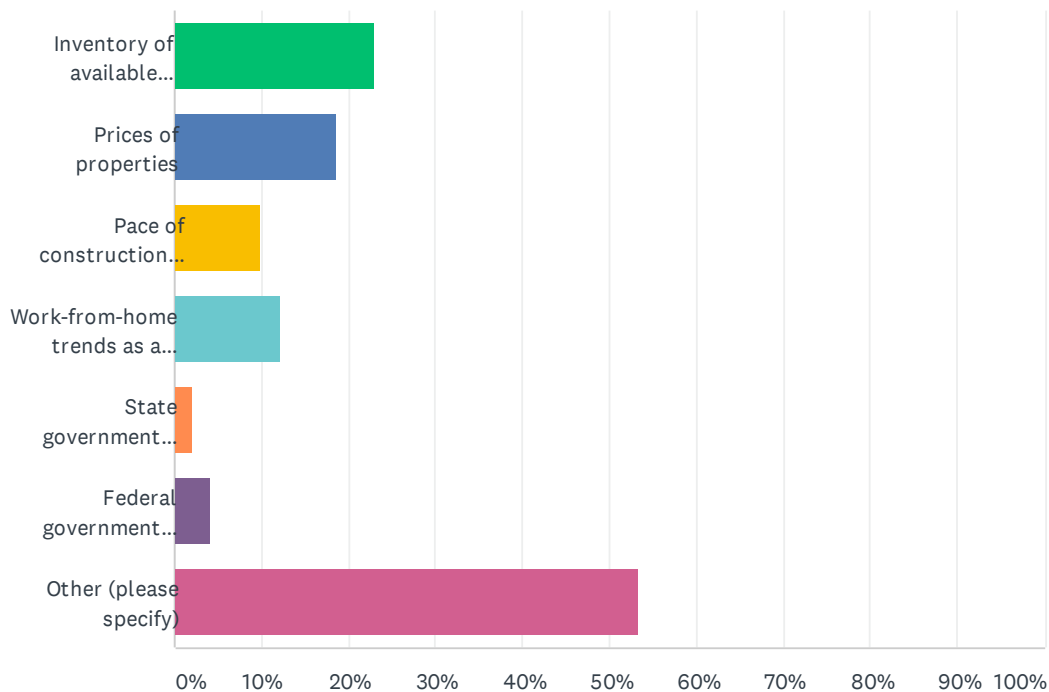
19	The eviction moratorium needs to go.	8/9/2021 1:59 PM
20	Also, the price of wood & building supplies. Even to repair or renovate is unaffordable with the inflated prices.	8/9/2021 1:19 PM
21	The demand is high for the supply	8/9/2021 12:45 PM
22	The government loans are not keeping pace with the market, preventing low income and over middle class families from being able to buy. This is compounded by the low wages in the state, especially NE TN, and lack of healthcare...especially with Biden continuing the ACA, putting more financial burdens on already strapped families.	8/9/2021 12:39 PM
23	Appraisals are the most concerning	8/9/2021 12:33 PM
24	The mortgage forbearance, and other issues related to Covid have caused the abnormally low inventory.	8/9/2021 12:18 PM
25	None	8/9/2021 9:12 AM
26	supply and demand	8/8/2021 7:29 AM
27	FHA loans a problem	8/7/2021 11:19 PM
28	First-time/lower budget buyers	8/7/2021 1:27 PM
29	Tight inventory and competition with buyers being the most challenging aspects in current times	8/7/2021 11:46 AM
30	Rising prices depending on the buyer. For most of my clients, price is not the issue, however, for many clients, they can't afford a \$400k home.	8/7/2021 10:03 AM
31	Nashville agents swarming Dickson market with buyers.	8/6/2021 8:01 PM
32	Mome	8/6/2021 3:03 PM
33	Clients are still wanting to pay prices from 3 years ago. Thats been difficult educating clients on the market influx.	8/6/2021 1:35 PM
34	I work in the foreclosure space and delaying the process	8/6/2021 1:31 PM
35	Surging prices due to multiple offer situations, also new construction building costs - both 5's	8/6/2021 12:34 PM
36	I just started doing real estate but I answered to the best of my ability.	8/6/2021 12:15 PM
37	Covid has ramped up land purchases.	8/6/2021 9:23 AM
38	Other: Politics.	8/6/2021 6:59 AM
39	There's not enough supply for the Demand!	8/5/2021 11:34 PM
40	Should be illegal for government to force prevention of eviction & no rent payments on private owners	8/5/2021 11:31 PM
41	Our state government is against all stimuli for mixed income housing.	8/5/2021 8:00 PM
42	Offering \$100,000 over ask and not getting the home.	8/5/2021 7:59 PM
43	none	8/5/2021 5:08 PM
44	lack of inventory is ridiculous! even when you warn the buyers they have no idea and many still expect you to find that unicorn and eliminate the competition	8/5/2021 4:52 PM
45	I sell a lot of investor properties. Investors are getting more and more nervous about purchasing a property without vetting the current tenant.	8/5/2021 4:15 PM
46	Building materials, especially lumber, are crazy high.	8/5/2021 3:21 PM
47	none	8/5/2021 2:44 PM
48	I work with first time home buyers ALOT.... Most of buyers have given up and trying and this has affected my business TREMENDOUSLY!!!!	8/5/2021 2:38 PM
49	I sell in a resort area. Permanent housing issues are not a huge problem.	8/5/2021 1:55 PM

## Trends & Issues in Tennessee's Property Markets

50	The moratorium needs to expire! ASAP.	8/5/2021 1:48 PM
51	MOST SELLER WANT CASH / CONVENTIONAL BUYERS OVER FHA, USDA,ETC	8/5/2021 1:41 PM
52	This absolutely ridiculous moratorium	8/5/2021 1:33 PM
53	no	8/5/2021 1:32 PM
54	moratorium is killing my REO business	8/5/2021 1:16 PM
55	Prices have went to high for locals to afford and the lack of inventory is causing horrible bidding wars.	8/5/2021 1:12 PM
56	Material shortages, labor shortages	8/5/2021 1:06 PM
57	Locals cannot buy property at these prices. Its getting out of hand.	8/5/2021 1:00 PM
58	Many clients are not able to find enough employees	8/5/2021 12:55 PM
59	Paying too much. Sellers getting rich. Multiple offers!!!	8/5/2021 12:53 PM
60	Deals are still difficult to get under contract depending on the price range. Investors are selling their pro folio. Over priced home's are having to price adjust.	8/5/2021 12:49 PM
61	Appraisals as well	8/5/2021 12:46 PM
62	Appraisers not keeping up with the market prices	8/5/2021 12:45 PM
63	In Sevier County, most of these are affecting business for the better. It is very hard for first time home buyers, but the rates are great. The government policies are hurting us the most because they continue to extend evictions, but not in Sevier County from what I have been told as of 8-5-2021.	8/5/2021 12:44 PM
64	FHA does an appraisal and it follows the house for months. In a price changing market where values continue to go up, FHA needs to modify this process. Also the FHA rental restrictions are out of date. If someone is late on rent more than twice in a Pandemic ,they suddenly no longer qualify to purchase. Where is the relief for middle America?	8/5/2021 12:44 PM
65	There is something corrupt going on. There's no way this can continue, I don't understand hits happening or made it this long. There is a bigger picture here.	8/5/2021 12:38 PM
66	I would have twice as many closings if inventory were available	8/5/2021 12:38 PM
67	I don't like the Feds meddling in housing.	8/5/2021 12:27 PM
68	TN Realtors recent share of a Fox article on Facebook with a clearly biased opinion was distasteful and disappointing.	8/5/2021 12:26 PM
69	The result of the government policy on renters is killing the landlords! We are not protecting the people we should...the owners of property...we are throwing them under the bus...this is an outrage to me. We are protecting the wrong group!	8/5/2021 12:25 PM
70	Unethical agents practicing that's unbecoming to our industry	8/5/2021 12:22 PM
71	Landlords can't get tenants out to sell. Everyone wants to move to TN. Thank goodness no more masks!	8/5/2021 12:21 PM
72	Cost of construction supplies and labor affects buyers decisions more than the above	8/5/2021 12:18 PM
73	N/A	8/5/2021 12:14 PM

### Q3 If you work in commercial real estate, which of the following factors are affecting your business right now (check all that apply)?

Answered: 1,155 Skipped: 0



ANSWER CHOICES	RESPONSES	
Inventory of available properties	22.94%	265
Prices of properties	18.61%	215
Pace of construction of new properties	9.87%	114
Work-from-home trends as a result of COVID-19	12.03%	139
State government policies	2.16%	25
Federal government policies	4.16%	48
Other (please specify)	53.42%	617
Total Respondents: 1,155		

#	OTHER (PLEASE SPECIFY)	DATE
1	n/a	8/12/2021 10:38 PM
2	I do not sell commercial real estate	8/12/2021 10:11 PM
3	B	8/12/2021 8:03 PM
4	N/A	8/12/2021 6:56 PM
5	n/a	8/12/2021 6:16 PM
6	I do not work in commercial.	8/12/2021 4:49 PM



## Trends & Issues in Tennessee's Property Markets

7	I	8/12/2021 3:57 PM
8	i don't work in commercial	8/12/2021 3:30 PM
9	NA	8/12/2021 2:53 PM
10	does not apply	8/12/2021 1:55 PM
11	Don't work commercial	8/12/2021 1:36 PM
12	n/a	8/12/2021 1:19 PM
13	Do not do Commercial	8/12/2021 1:16 PM
14	don't work	8/12/2021 1:09 PM
15	not applicable	8/12/2021 12:56 PM
16	N/A	8/12/2021 12:40 PM
17	N/a	8/12/2021 12:28 PM
18	not commercial	8/12/2021 12:16 PM
19	Do not work with commercial real estate	8/12/2021 11:58 AM
20	N/A	8/12/2021 11:53 AM
21	NA	8/12/2021 11:44 AM
22	NA	8/12/2021 11:36 AM
23	I do not work commercial.	8/12/2021 11:32 AM
24	dont do commercial	8/12/2021 11:22 AM
25	n/a	8/12/2021 11:07 AM
26	Don't work in commercial	8/12/2021 10:58 AM
27	does not apply	8/12/2021 10:57 AM
28	I don't do commercial	8/12/2021 10:51 AM
29	I do not work in commercial real estate	8/12/2021 10:49 AM
30	...	8/12/2021 10:47 AM
31	n/a	8/12/2021 10:40 AM
32	Does not apply to me.	8/12/2021 10:39 AM
33	does not apply	8/12/2021 10:35 AM
34	Na	8/12/2021 10:15 AM
35	n/a	8/12/2021 10:13 AM
36	Do not work in commercial	8/12/2021 10:04 AM
37	None	8/12/2021 10:03 AM
38	Don't work in commercial	8/12/2021 10:00 AM
39	I don't do commercial	8/12/2021 9:55 AM
40	Not in Commercial	8/12/2021 9:49 AM
41	Na	8/12/2021 9:47 AM
42	N/A	8/12/2021 9:46 AM
43	Don't work in commercial	8/12/2021 9:35 AM
44	I don't work commercial	8/12/2021 9:32 AM

## Trends & Issues in Tennessee's Property Markets

45	I don't work in commercial.	8/12/2021 9:32 AM
46	Don't work in commercial	8/12/2021 9:30 AM
47	I have not dealt enough in commercial real estate	8/12/2021 9:28 AM
48	na	8/12/2021 9:22 AM
49	N/a	8/12/2021 9:22 AM
50	Not in commercial	8/12/2021 9:21 AM
51	Na	8/12/2021 9:16 AM
52	N/A	8/12/2021 9:12 AM
53	I don't specialize in commercial	8/12/2021 9:11 AM
54	n/a	8/12/2021 9:09 AM
55	Don't do Commercial	8/12/2021 9:08 AM
56	Don't do commercial--told me this was a required field :)	8/12/2021 9:08 AM
57	Not in commercial	8/12/2021 9:03 AM
58	N/A	8/12/2021 8:57 AM
59	None above	8/12/2021 8:55 AM
60	N/A	8/12/2021 8:54 AM
61	Do not work in Commercial Real Estate.	8/12/2021 8:50 AM
62	n/a	8/12/2021 8:48 AM
63	N/A	8/12/2021 8:45 AM
64	I do not do commercial	8/12/2021 8:41 AM
65	N/A	8/12/2021 8:40 AM
66	N/A	8/12/2021 8:39 AM
67	Do not work with Commercial Real estate.	8/12/2021 8:39 AM
68	n/a	8/12/2021 8:38 AM
69	N/A	8/12/2021 8:33 AM
70	N/A	8/12/2021 8:30 AM
71	n/a	8/12/2021 8:28 AM
72	N/a	8/12/2021 8:27 AM
73	.	8/12/2021 8:25 AM
74	n/a	8/12/2021 8:24 AM
75	Not applicable	8/12/2021 8:24 AM
76	I do not work in commercial RE	8/12/2021 8:24 AM
77	n/a	8/12/2021 8:22 AM
78	NA	8/12/2021 8:21 AM
79	I don't do commercial	8/12/2021 8:19 AM
80	N/A	8/12/2021 8:17 AM
81	NA	8/12/2021 8:17 AM
82	N/A	8/12/2021 8:17 AM

## Trends & Issues in Tennessee's Property Markets

83	don't do commercials	8/12/2021 8:15 AM
84	I don't handle Commercial	8/12/2021 8:15 AM
85	N/A	8/12/2021 8:15 AM
86	N/A	8/12/2021 8:14 AM
87	N/a	8/12/2021 8:14 AM
88	N/A	8/12/2021 8:14 AM
89	NA	8/12/2021 8:14 AM
90	Na	8/12/2021 8:13 AM
91	N/a	8/12/2021 8:13 AM
92	N/A	8/12/2021 8:11 AM
93	NA	8/12/2021 8:11 AM
94	not involved	8/12/2021 8:11 AM
95	N/A	8/12/2021 8:11 AM
96	I don't work in commercial	8/12/2021 8:10 AM
97	Landlords seem to be out of touch w competitive pricing	8/12/2021 8:10 AM
98	N/A	8/12/2021 8:08 AM
99	N/A	8/12/2021 8:08 AM
100	NA	8/11/2021 11:21 PM
101	NA	8/11/2021 7:36 PM
102	N/A	8/11/2021 12:46 PM
103	I don't work in commercial	8/11/2021 11:59 AM
104	N/A	8/11/2021 11:41 AM
105	I am not in commercial real estate	8/11/2021 9:19 AM
106	I do not work in commercial real estate. Survey required an answer.	8/11/2021 5:15 AM
107	I do not work in commecial RE.	8/10/2021 11:35 PM
108	N/a	8/10/2021 9:22 PM
109	n/a	8/10/2021 8:39 PM
110	commercial is not my primary	8/10/2021 6:04 PM
111	n/a	8/10/2021 5:24 PM
112	N/A	8/10/2021 2:53 PM
113	I could not submit the survey without an answer. I do not work in commercial real estate	8/10/2021 2:22 PM
114	Limited Commercial estate business right now	8/10/2021 2:11 PM
115	Don't work in commercial	8/10/2021 12:49 PM
116	not applicable	8/10/2021 11:56 AM
117	-	8/10/2021 11:00 AM
118	I do not currently	8/10/2021 10:38 AM
119	n/a	8/10/2021 10:37 AM
120	n/a	8/10/2021 10:12 AM

## Trends & Issues in Tennessee's Property Markets

121	N/A	8/10/2021 9:58 AM
122	Not sure why this applies to me. I am a residential agent	8/10/2021 9:54 AM
123	Not in commercial	8/10/2021 9:12 AM
124	N/A	8/10/2021 8:31 AM
125	don't do commercial	8/10/2021 8:18 AM
126	I do not work in commercial	8/10/2021 8:11 AM
127	Don't work commercial	8/10/2021 7:48 AM
128	N/a	8/10/2021 7:23 AM
129	I do not work in commercial RE	8/10/2021 5:01 AM
130	No commercial work.	8/10/2021 4:20 AM
131	Not selling commercial listings right now	8/9/2021 10:20 PM
132	Don't do commercial	8/9/2021 10:05 PM
133	dont do commercial. it made me answer it	8/9/2021 9:36 PM
134	n/a	8/9/2021 8:59 PM
135	N/A	8/9/2021 8:19 PM
136	NA	8/9/2021 7:21 PM
137	I don't work in commercial	8/9/2021 7:20 PM
138	N/a	8/9/2021 6:37 PM
139	I don't work in commercial real estate.	8/9/2021 5:03 PM
140	NA	8/9/2021 4:16 PM
141	I don't sell commercial real estate	8/9/2021 4:08 PM
142	I do not work in commercial real estate.	8/9/2021 3:40 PM
143	It won't let me skip this	8/9/2021 3:29 PM
144	n/a	8/9/2021 3:25 PM
145	I do not work commercial	8/9/2021 3:25 PM
146	Na	8/9/2021 3:05 PM
147	N/a	8/9/2021 3:01 PM
148	I have not worked in commercial real estate	8/9/2021 2:57 PM
149	n/a	8/9/2021 2:46 PM
150	not in commercial	8/9/2021 2:36 PM
151	n/a	8/9/2021 2:33 PM
152	Entitlement & permit process is out of touch with normal business speed & efficiency. Too over-reaching!	8/9/2021 2:31 PM
153	Not in commercial real estate	8/9/2021 2:31 PM
154	not in commercial	8/9/2021 2:30 PM
155	Na	8/9/2021 2:26 PM
156	I do not work in Commercial RE	8/9/2021 2:26 PM
157	do not work commercial	8/9/2021 2:25 PM
158	Na	8/9/2021 2:15 PM

## Trends & Issues in Tennessee's Property Markets

159	N/a	8/9/2021 2:15 PM
160	n/a	8/9/2021 2:14 PM
161	n/a	8/9/2021 2:11 PM
162	I do not sell commercial real estate	8/9/2021 2:06 PM
163	Residential only	8/9/2021 2:02 PM
164	N/A	8/9/2021 2:00 PM
165	N/A	8/9/2021 1:57 PM
166	Not applicable	8/9/2021 1:42 PM
167	none of the above	8/9/2021 1:41 PM
168	i do not work in commercial real estate	8/9/2021 1:40 PM
169	n/a	8/9/2021 1:36 PM
170	none	8/9/2021 1:32 PM
171	I don't work with Commercial	8/9/2021 1:28 PM
172	N/A	8/9/2021 1:19 PM
173	I do not work in Commercial Real Estate.	8/9/2021 1:08 PM
174	only work in residential	8/9/2021 1:06 PM
175	I do not work commercial but this sections required an answer.	8/9/2021 1:00 PM
176	N/A	8/9/2021 12:59 PM
177	NA	8/9/2021 12:59 PM
178	N/A	8/9/2021 12:58 PM
179	NA	8/9/2021 12:52 PM
180	NA	8/9/2021 12:45 PM
181	N/A I sell residential	8/9/2021 12:41 PM
182	NA	8/9/2021 12:41 PM
183	n/a	8/9/2021 12:40 PM
184	I don't work in commercial property	8/9/2021 12:36 PM
185	Na	8/9/2021 12:35 PM
186	N/A	8/9/2021 12:33 PM
187	N/A	8/9/2021 12:33 PM
188	n/a	8/9/2021 12:33 PM
189	i do not work in commercial	8/9/2021 12:33 PM
190	Not in CRE	8/9/2021 12:32 PM
191	Xr	8/9/2021 12:32 PM
192	Na	8/9/2021 12:32 PM
193	Not commercial agent	8/9/2021 12:31 PM
194	non	8/9/2021 12:30 PM
195	Don't work in commercial	8/9/2021 12:30 PM
196	N/A	8/9/2021 12:29 PM

## Trends & Issues in Tennessee's Property Markets

197	N/A	8/9/2021 12:27 PM
198	my focus is residential	8/9/2021 12:27 PM
199	NA	8/9/2021 12:26 PM
200	No commercial	8/9/2021 12:24 PM
201	I don't work in commercial property	8/9/2021 12:21 PM
202	n.a	8/9/2021 12:20 PM
203	N/A	8/9/2021 12:20 PM
204	Skip	8/9/2021 12:20 PM
205	none	8/9/2021 12:20 PM
206	Uncertainty about future of pandemic	8/9/2021 12:19 PM
207	Im not commercial	8/9/2021 12:19 PM
208	N/a	8/9/2021 12:18 PM
209	Do not work in Commercial	8/9/2021 12:18 PM
210	Lenders tightening requirements on loan due to covid lockdowns.	8/9/2021 12:18 PM
211	Don't do Commercial	8/9/2021 12:18 PM
212	Local Governmental Policies	8/9/2021 12:18 PM
213	don't work in commercial but was required to answer ?	8/9/2021 12:18 PM
214	Na	8/9/2021 12:17 PM
215	I don't work in commercial.	8/9/2021 12:15 PM
216	N/A	8/9/2021 12:13 PM
217	N/A	8/9/2021 11:42 AM
218	N/A	8/9/2021 11:23 AM
219	n/a	8/9/2021 10:42 AM
220	N/A	8/9/2021 10:32 AM
221	NA	8/9/2021 9:23 AM
222	NA	8/9/2021 9:12 AM
223	n/a	8/9/2021 9:09 AM
224	n/a	8/9/2021 7:52 AM
225	I mostly work in residential.	8/9/2021 7:22 AM
226	na	8/9/2021 3:58 AM
227	I don't work in commercial	8/8/2021 8:49 PM
228	na	8/8/2021 4:21 PM
229	Nothing	8/8/2021 1:25 PM
230	Not a commercial REALTOR	8/8/2021 11:34 AM
231	N/A	8/8/2021 10:58 AM
232	Don't work much commercial	8/7/2021 11:19 PM
233	n/a	8/7/2021 3:46 PM
234	n/a	8/7/2021 3:22 PM

## Trends & Issues in Tennessee's Property Markets

235	not commercial (why is this required question?)	8/7/2021 1:27 PM
236	none	8/7/2021 1:09 PM
237	N/a	8/7/2021 11:46 AM
238	I don't sell commercial	8/7/2021 11:36 AM
239	Do not work in commercial	8/7/2021 11:33 AM
240	No interest	8/7/2021 11:28 AM
241	NA	8/7/2021 6:21 AM
242	N/A	8/7/2021 5:46 AM
243	I don't work in commercial real estate	8/6/2021 8:25 PM
244	One investor buying everything that comes on market.	8/6/2021 8:01 PM
245	I dont	8/6/2021 6:59 PM
246	I'm Residential	8/6/2021 5:47 PM
247	Don't do commercial	8/6/2021 5:43 PM
248	Na	8/6/2021 4:51 PM
249	I dont work in commerical	8/6/2021 4:31 PM
250	I don't do commercial	8/6/2021 4:30 PM
251	dont work in commercial	8/6/2021 4:03 PM
252	N/a	8/6/2021 3:38 PM
253	I don't work in commercial real estate.	8/6/2021 3:26 PM
254	Na	8/6/2021 3:21 PM
255	I don't work commercial real estate	8/6/2021 3:18 PM
256	N/A	8/6/2021 3:03 PM
257	non applicable	8/6/2021 2:52 PM
258	NA	8/6/2021 2:34 PM
259	NA	8/6/2021 2:33 PM
260	N/a	8/6/2021 2:30 PM
261	I don't typically work in commercial	8/6/2021 2:16 PM
262	Not in commercial	8/6/2021 2:16 PM
263	N/A	8/6/2021 2:04 PM
264	-----	8/6/2021 1:50 PM
265	n/a	8/6/2021 1:48 PM
266	not in commercial	8/6/2021 1:46 PM
267	Not involved	8/6/2021 1:44 PM
268	n/a	8/6/2021 1:41 PM
269	I don't work in Commercial	8/6/2021 1:41 PM
270	Not in commercial RE	8/6/2021 1:35 PM
271	City regulations	8/6/2021 1:34 PM
272	N/A	8/6/2021 1:22 PM

## Trends & Issues in Tennessee's Property Markets

273	...	8/6/2021 1:20 PM
274	don't do commercial	8/6/2021 1:17 PM
275	N/A	8/6/2021 12:53 PM
276	I don't sell commercial.	8/6/2021 12:53 PM
277	Do not work in commercial RE	8/6/2021 12:51 PM
278	n/a	8/6/2021 12:48 PM
279	None	8/6/2021 12:44 PM
280	I don't work in commercial	8/6/2021 12:42 PM
281	Dont work commercial.	8/6/2021 12:39 PM
282	I do not work in commerical	8/6/2021 12:37 PM
283	NA	8/6/2021 12:35 PM
284	survey required a response to this question	8/6/2021 12:34 PM
285	Doesn't apply	8/6/2021 12:33 PM
286	N/a	8/6/2021 12:30 PM
287	do not work in commercial real estate	8/6/2021 12:30 PM
288	N/A	8/6/2021 12:29 PM
289	None	8/6/2021 12:29 PM
290	Don't do enough commercial to respond	8/6/2021 12:07 PM
291	Zoning change procedure in Metro Nashville. Council members have too much say so and are sometimes just against new construction in their District.	8/6/2021 12:02 PM
292	NA	8/6/2021 11:59 AM
293	N/A	8/6/2021 11:53 AM
294	NA	8/6/2021 11:29 AM
295	None	8/6/2021 11:23 AM
296	Inflation	8/6/2021 10:47 AM
297	Don't do commercial	8/6/2021 10:47 AM
298	.	8/6/2021 10:47 AM
299	I don't work in Commercial	8/6/2021 10:46 AM
300	Do not work in Commercial	8/6/2021 10:28 AM
301	Do not work in Commercial	8/6/2021 10:17 AM
302	N/a	8/6/2021 9:53 AM
303	N/A	8/6/2021 9:49 AM
304	Na	8/6/2021 9:46 AM
305	I have not had any commercial transactions	8/6/2021 9:44 AM
306	I don't work commercial	8/6/2021 9:40 AM
307	The survey required an answer even though I don't do commercial...	8/6/2021 9:17 AM
308	Na	8/6/2021 9:15 AM
309	I haven't done any Commerical.	8/6/2021 9:08 AM
310	I do not do commercial	8/6/2021 9:07 AM



## Trends & Issues in Tennessee's Property Markets

311	na	8/6/2021 8:56 AM
312	N/A	8/6/2021 8:33 AM
313	I don't	8/6/2021 8:29 AM
314	I am not in commercial real estate	8/6/2021 8:18 AM
315	I do not work in commercial RE. N/A	8/6/2021 8:16 AM
316	Na	8/6/2021 7:29 AM
317	I refer commercial to an in-house agent.	8/6/2021 6:59 AM
318	I don't	8/6/2021 6:34 AM
319	I work mainly residential	8/6/2021 6:29 AM
320	NA	8/6/2021 6:17 AM
321	None	8/6/2021 6:07 AM
322	Do no work Commercial	8/6/2021 6:06 AM
323	Don't work in commercial	8/6/2021 6:02 AM
324	N/A	8/6/2021 5:54 AM
325	Not in Commercial RE	8/6/2021 5:39 AM
326	survey is requiring answer and i do not do commercial	8/6/2021 5:36 AM
327	N/A	8/6/2021 4:57 AM
328	N/A	8/6/2021 4:35 AM
329	Na	8/6/2021 1:56 AM
330	N/A	8/6/2021 1:43 AM
331	N/a	8/6/2021 12:44 AM
332	I do not sell commercial RE, but the question required an answer	8/6/2021 12:00 AM
333	N/A	8/5/2021 11:55 PM
334	N/A	8/5/2021 11:34 PM
335	N/a	8/5/2021 11:24 PM
336	Y'all need to set this up better. If I'm supposed to skip a question, don't make it require an answer.	8/5/2021 10:54 PM
337	Na	8/5/2021 9:41 PM
338	Does not apply	8/5/2021 9:11 PM
339	I don't work commercial	8/5/2021 8:58 PM
340	I do not work in commercial real estate.	8/5/2021 8:38 PM
341	Not in commercial	8/5/2021 8:04 PM
342	Do not work in commercial.	8/5/2021 7:31 PM
343	construction prices to remodel or repair	8/5/2021 7:14 PM
344	NA	8/5/2021 7:05 PM
345	I do not work in commercial real estate	8/5/2021 7:02 PM
346	this doesn't apply to me	8/5/2021 6:57 PM
347	Don't work in commercial	8/5/2021 6:54 PM
348	I don't do commercial	8/5/2021 6:51 PM

## Trends & Issues in Tennessee's Property Markets

349	Does not apply	8/5/2021 6:06 PM
350	N/a	8/5/2021 6:04 PM
351	I do not sell Commercial	8/5/2021 5:59 PM
352	NA	8/5/2021 5:52 PM
353	Zoning class	8/5/2021 5:51 PM
354	N/A	8/5/2021 5:49 PM
355	n/a	8/5/2021 5:34 PM
356	Na	8/5/2021 5:31 PM
357	NA	8/5/2021 5:30 PM
358	I don't work in commercial real estate.	8/5/2021 5:26 PM
359	Don't do commercial	8/5/2021 5:24 PM
360	question does not apply but required an answer	8/5/2021 5:18 PM
361	n/a	8/5/2021 5:18 PM
362	n/a	8/5/2021 5:17 PM
363	residential	8/5/2021 5:17 PM
364	N/A	8/5/2021 5:17 PM
365	n/a	8/5/2021 5:15 PM
366	N/A	8/5/2021 5:08 PM
367	Na	8/5/2021 4:55 PM
368	NA	8/5/2021 4:50 PM
369	Na	8/5/2021 4:44 PM
370	n/a	8/5/2021 4:39 PM
371	None	8/5/2021 4:22 PM
372	I don't work in commercial properties	8/5/2021 4:15 PM
373	I don't do much commercial	8/5/2021 4:13 PM
374	N/A	8/5/2021 4:10 PM
375	Na	8/5/2021 4:10 PM
376	N/a	8/5/2021 4:02 PM
377	N/A	8/5/2021 4:00 PM
378	N/A	8/5/2021 3:58 PM
379	Do not work commercial	8/5/2021 3:56 PM
380	Nothing	8/5/2021 3:52 PM
381	n/a	8/5/2021 3:50 PM
382	Don't do commercial.	8/5/2021 3:49 PM
383	NA	8/5/2021 3:47 PM
384	NA	8/5/2021 3:45 PM
385	I do not work with commercial	8/5/2021 3:44 PM
386	NA	8/5/2021 3:42 PM

## Trends & Issues in Tennessee's Property Markets

387	Not applicable	8/5/2021 3:38 PM
388	NA	8/5/2021 3:26 PM
389	I don't do commercial	8/5/2021 3:23 PM
390	does not apply	8/5/2021 3:23 PM
391	na said skip the damn question	8/5/2021 3:21 PM
392	n/a	8/5/2021 3:19 PM
393	Na	8/5/2021 3:14 PM
394	I do not sell commercial.	8/5/2021 3:14 PM
395	I do not work in commercial	8/5/2021 3:12 PM
396	na	8/5/2021 3:11 PM
397	n/a	8/5/2021 3:08 PM
398	None	8/5/2021 3:07 PM
399	i dont work in commercial	8/5/2021 3:05 PM
400	N/a	8/5/2021 3:03 PM
401	I don't work in commercial real estate	8/5/2021 3:03 PM
402	N/A	8/5/2021 3:00 PM
403	none	8/5/2021 2:57 PM
404	N/A	8/5/2021 2:55 PM
405	NA	8/5/2021 2:52 PM
406	Not commercial	8/5/2021 2:47 PM
407	v	8/5/2021 2:45 PM
408	N/A	8/5/2021 2:45 PM
409	does not apply	8/5/2021 2:44 PM
410	requires an answer and im not commercial	8/5/2021 2:43 PM
411	I don't work in commercial.	8/5/2021 2:41 PM
412	N/A	8/5/2021 2:41 PM
413	Na	8/5/2021 2:38 PM
414	I'm not a commercial agent	8/5/2021 2:38 PM
415	NA	8/5/2021 2:38 PM
416	N/A	8/5/2021 2:37 PM
417	N/A	8/5/2021 2:36 PM
418	Not in commercial RE but required an answer	8/5/2021 2:34 PM
419	I do not work in commercial	8/5/2021 2:33 PM
420	n/a	8/5/2021 2:30 PM
421	Do not work in commerical	8/5/2021 2:29 PM
422	I don't do commercial.	8/5/2021 2:27 PM
423	I don't work commercial	8/5/2021 2:26 PM
424	Not involved with commercial	8/5/2021 2:26 PM

## Trends & Issues in Tennessee's Property Markets

425	none	8/5/2021 2:24 PM
426	NA	8/5/2021 2:23 PM
427	not commercial agent	8/5/2021 2:15 PM
428	Lots of inventory here. Not a Sellers Market	8/5/2021 2:15 PM
429	Na	8/5/2021 2:14 PM
430	I don't work in commercial real estate, but I'm required to answer this question.	8/5/2021 2:13 PM
431	n/a	8/5/2021 2:12 PM
432	NA	8/5/2021 2:08 PM
433	No current work	8/5/2021 2:06 PM
434	N/a	8/5/2021 2:04 PM
435	N/A	8/5/2021 2:04 PM
436	n/a	8/5/2021 2:03 PM
437	Do not work Commercial	8/5/2021 2:03 PM
438	none	8/5/2021 2:01 PM
439	Commercial Agents never answering communications	8/5/2021 1:59 PM
440	Local city policies restricting signage and use	8/5/2021 1:55 PM
441	NA	8/5/2021 1:54 PM
442	Don't work in commercial real estate	8/5/2021 1:53 PM
443	N/A	8/5/2021 1:53 PM
444	I dont work Commerical	8/5/2021 1:50 PM
445	Don't do commercial but it makes me put an answer.	8/5/2021 1:50 PM
446	None	8/5/2021 1:49 PM
447	I don't work in commercial real estate.	8/5/2021 1:48 PM
448	I don't do Commercial deals	8/5/2021 1:45 PM
449	Not in Commercial - but survey won't take without an answer.	8/5/2021 1:44 PM
450	Not commercial	8/5/2021 1:43 PM
451	I do not do commercial	8/5/2021 1:42 PM
452	I don't do commercial	8/5/2021 1:41 PM
453	N/A	8/5/2021 1:40 PM
454	N/A	8/5/2021 1:39 PM
455	n/a	8/5/2021 1:37 PM
456	don't work commercial	8/5/2021 1:36 PM
457	Na	8/5/2021 1:34 PM
458	No	8/5/2021 1:34 PM
459	n/a	8/5/2021 1:33 PM
460	I don't	8/5/2021 1:33 PM
461	not in commercial	8/5/2021 1:33 PM
462	non commerical agent	8/5/2021 1:33 PM

## Trends & Issues in Tennessee's Property Markets

463	N/A	8/5/2021 1:33 PM
464	None	8/5/2021 1:32 PM
465	n/a	8/5/2021 1:32 PM
466	n/a	8/5/2021 1:32 PM
467	not applicable but it's making me answer it	8/5/2021 1:31 PM
468	Na	8/5/2021 1:31 PM
469	n/a	8/5/2021 1:30 PM
470	NA	8/5/2021 1:29 PM
471	I don't work in commercial	8/5/2021 1:29 PM
472	I work in residential	8/5/2021 1:28 PM
473	I dont work in commercial????	8/5/2021 1:22 PM
474	na	8/5/2021 1:21 PM
475	NA	8/5/2021 1:20 PM
476	Uh	8/5/2021 1:18 PM
477	N/a	8/5/2021 1:18 PM
478	Skip	8/5/2021 1:18 PM
479	N/a	8/5/2021 1:16 PM
480	Do not work commercial	8/5/2021 1:16 PM
481	I don't work in commercial real estate	8/5/2021 1:16 PM
482	SKIP	8/5/2021 1:16 PM
483	NA	8/5/2021 1:15 PM
484	Having issues sourcing materials	8/5/2021 1:14 PM
485	NA	8/5/2021 1:14 PM
486	I do not work in commercial real estate	8/5/2021 1:14 PM
487	do very little	8/5/2021 1:13 PM
488	Skip	8/5/2021 1:11 PM
489	not commercial agent	8/5/2021 1:11 PM
490	I don't	8/5/2021 1:10 PM
491	Don't do commercial	8/5/2021 1:10 PM
492	Don't sell commercial	8/5/2021 1:10 PM
493	Do not work in commercial RE	8/5/2021 1:10 PM
494	Don't work commercial	8/5/2021 1:07 PM
495	None	8/5/2021 1:07 PM
496	na	8/5/2021 1:06 PM
497	No commercial dealings	8/5/2021 1:05 PM
498	N/A	8/5/2021 1:04 PM
499	N/A	8/5/2021 1:02 PM
500	do not	8/5/2021 1:01 PM

## Trends & Issues in Tennessee's Property Markets

501	Not in commercial.	8/5/2021 1:01 PM
502	Don't work commercial	8/5/2021 1:00 PM
503	N/a	8/5/2021 1:00 PM
504	n/a	8/5/2021 12:59 PM
505	Na	8/5/2021 12:59 PM
506	Not in Commerical - this shouldn't be a mandatory answer	8/5/2021 12:59 PM
507	I don't work commercial real estate	8/5/2021 12:59 PM
508	N/A	8/5/2021 12:58 PM
509	NA	8/5/2021 12:57 PM
510	I don't work in Commercial Real estate	8/5/2021 12:57 PM
511	I don't work commercial.	8/5/2021 12:55 PM
512	I do not do commercial	8/5/2021 12:55 PM
513	Not a commercial agent	8/5/2021 12:55 PM
514	N/A	8/5/2021 12:54 PM
515	Don't work commercial	8/5/2021 12:54 PM
516	I don't work in Commercial Real Estate	8/5/2021 12:54 PM
517	N/A	8/5/2021 12:53 PM
518	N/A	8/5/2021 12:53 PM
519	N/A	8/5/2021 12:53 PM
520	NA	8/5/2021 12:51 PM
521	NA	8/5/2021 12:49 PM
522	n/a	8/5/2021 12:49 PM
523	Not a commercial agent	8/5/2021 12:49 PM
524	na	8/5/2021 12:48 PM
525	NA	8/5/2021 12:48 PM
526	I don't work in commercial.	8/5/2021 12:48 PM
527	na	8/5/2021 12:47 PM
528	N/A	8/5/2021 12:47 PM
529	N/A	8/5/2021 12:47 PM
530	N/A	8/5/2021 12:46 PM
531	N/A	8/5/2021 12:46 PM
532	not affected	8/5/2021 12:46 PM
533	I don't work in commercial real estate	8/5/2021 12:46 PM
534	Na	8/5/2021 12:45 PM
535	N/A	8/5/2021 12:44 PM
536	N/A	8/5/2021 12:44 PM
537	Lock down in other states is driving folks to TN	8/5/2021 12:42 PM
538	n/a	8/5/2021 12:41 PM

## Trends & Issues in Tennessee's Property Markets

539	Too many storage warehouses	8/5/2021 12:41 PM
540	I don't do commercial	8/5/2021 12:40 PM
541	N/A	8/5/2021 12:40 PM
542	Lack of commercial growth	8/5/2021 12:40 PM
543	n/a	8/5/2021 12:39 PM
544	n/a	8/5/2021 12:38 PM
545	not commercial	8/5/2021 12:38 PM
546	na	8/5/2021 12:38 PM
547	do not normally work in commercial real estate	8/5/2021 12:38 PM
548	don't work in commerical	8/5/2021 12:38 PM
549	N/A	8/5/2021 12:37 PM
550	do not work in commercial real estate	8/5/2021 12:37 PM
551	I don't work in commercial real estate	8/5/2021 12:37 PM
552	N/A	8/5/2021 12:36 PM
553	N/A	8/5/2021 12:36 PM
554	Don't do commercial	8/5/2021 12:36 PM
555	too many offers on any one house	8/5/2021 12:35 PM
556	I do not work in commercial real estate	8/5/2021 12:35 PM
557	na	8/5/2021 12:35 PM
558	N/A	8/5/2021 12:35 PM
559	Don't work commercial	8/5/2021 12:35 PM
560	NA	8/5/2021 12:34 PM
561	Not commercial	8/5/2021 12:34 PM
562	Don't work in this field	8/5/2021 12:34 PM
563	It says to skip	8/5/2021 12:34 PM
564	I dont do comm.	8/5/2021 12:33 PM
565	NA	8/5/2021 12:32 PM
566	I don't	8/5/2021 12:32 PM
567	do not generally work in commercial real estate.	8/5/2021 12:32 PM
568	NONE	8/5/2021 12:31 PM
569	N/A	8/5/2021 12:31 PM
570	N/a	8/5/2021 12:30 PM
571	Not in commercial.	8/5/2021 12:30 PM
572	None	8/5/2021 12:30 PM
573	Do not work any commercial real estate	8/5/2021 12:29 PM
574	Doesn't apply	8/5/2021 12:29 PM
575	N/a	8/5/2021 12:28 PM
576	I don't work in commercial	8/5/2021 12:28 PM

## Trends & Issues in Tennessee's Property Markets

577	N/A	8/5/2021 12:28 PM
578	Don't do commercial	8/5/2021 12:28 PM
579	0	8/5/2021 12:27 PM
580	No is willing to purchase	8/5/2021 12:26 PM
581	Do not work in commercial real estate.	8/5/2021 12:25 PM
582	NA	8/5/2021 12:25 PM
583	I am a residential broker. This survey will not let me skip this question.	8/5/2021 12:25 PM
584	no	8/5/2021 12:24 PM
585	Lack of light industrial and small space retail	8/5/2021 12:24 PM
586	don't	8/5/2021 12:24 PM
587	Local zoning restrictions	8/5/2021 12:24 PM
588	Not sure why this is a required question unless I work in commercial real estate	8/5/2021 12:23 PM
589	N/A	8/5/2021 12:22 PM
590	na	8/5/2021 12:22 PM
591	N/A	8/5/2021 12:22 PM
592	n.a.	8/5/2021 12:21 PM
593	N/A	8/5/2021 12:21 PM
594	N/A	8/5/2021 12:21 PM
595	x	8/5/2021 12:21 PM
596	Don't work in this area	8/5/2021 12:21 PM
597	NA	8/5/2021 12:20 PM
598	na	8/5/2021 12:19 PM
599	I don't work in commercial real estate	8/5/2021 12:19 PM
600	Socialism is killing the workforce	8/5/2021 12:18 PM
601	NA	8/5/2021 12:18 PM
602	NA	8/5/2021 12:18 PM
603	Residential	8/5/2021 12:18 PM
604	N/A	8/5/2021 12:17 PM
605	N/A	8/5/2021 12:16 PM
606	do not work commercial	8/5/2021 12:16 PM
607	I do not work commercial	8/5/2021 12:15 PM
608	n/a	8/5/2021 12:15 PM
609	NA	8/5/2021 12:14 PM
610	N/A	8/5/2021 12:14 PM
611	N/a	8/5/2021 12:13 PM
612	n/a	8/5/2021 12:13 PM
613	not commercial agent	8/5/2021 12:13 PM
614	N.a.	8/5/2021 12:13 PM

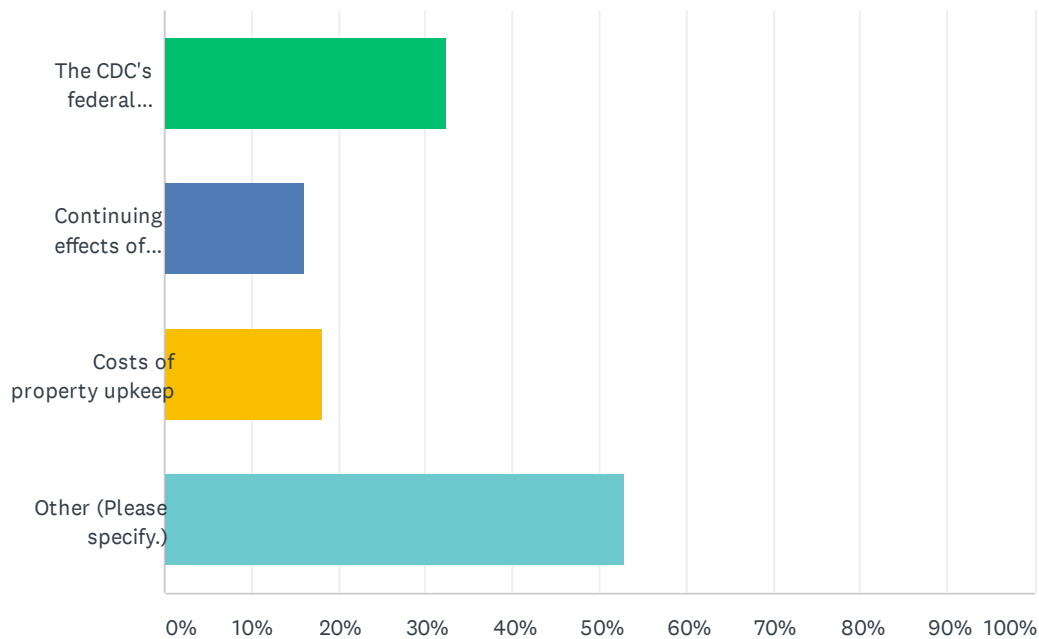


## Trends & Issues in Tennessee's Property Markets

615	Dont do commercial, but have to give an answer	8/5/2021 12:12 PM
616	I don't work this market	8/5/2021 12:11 PM
617	N/A	8/5/2021 12:11 PM

## Q4 As a property manager, which of the following issues are affecting your business right now (check all that apply)?

Answered: 560 Skipped: 595



ANSWER CHOICES	RESPONSES	
The CDC's federal eviction moratorium	32.50%	182
Continuing effects of COVID-19 on renters	16.07%	90
Costs of property upkeep	18.21%	102
Other (Please specify.)	52.86%	296
Total Respondents: 560		

#	OTHER (PLEASE SPECIFY.)	DATE
1	n/a	8/12/2021 10:38 PM
2	I do not work in Property Management.	8/12/2021 4:49 PM
3	Supply shortages of repair parts	8/12/2021 2:55 PM
4	NA	8/12/2021 2:53 PM
5	I donot manage properties and this does not allow one to skip these questions	8/12/2021 2:35 PM
6	does not apply	8/12/2021 1:55 PM
7	n/a	8/12/2021 1:19 PM
8	Raising prices of rental properties.	8/12/2021 12:31 PM
9	I'm not a property manager	8/12/2021 12:18 PM
10	N/A	8/12/2021 11:53 AM
11	NA	8/12/2021 11:36 AM

## Trends & Issues in Tennessee's Property Markets

12	am not a property manager	8/12/2021 11:22 AM
13	n/a	8/12/2021 11:07 AM
14	does not apply	8/12/2021 10:57 AM
15	...	8/12/2021 10:47 AM
16	n/a	8/12/2021 10:40 AM
17	Does not apply to me.	8/12/2021 10:39 AM
18	does not apply	8/12/2021 10:35 AM
19	Na	8/12/2021 10:15 AM
20	n/a	8/12/2021 10:13 AM
21	No property management	8/12/2021 10:04 AM
22	NONE	8/12/2021 10:03 AM
23	Na	8/12/2021 9:47 AM
24	Lack of rentals available	8/12/2021 9:36 AM
25	N/A	8/12/2021 9:29 AM
26	na	8/12/2021 9:22 AM
27	Inventory	8/12/2021 9:12 AM
28	n/a	8/12/2021 9:09 AM
29	N/A	8/12/2021 8:57 AM
30	None above	8/12/2021 8:55 AM
31	N/A	8/12/2021 8:40 AM
32	N/A	8/12/2021 8:39 AM
33	N/A	8/12/2021 8:27 AM
34	.	8/12/2021 8:25 AM
35	n/a	8/12/2021 8:24 AM
36	Not applicable	8/12/2021 8:24 AM
37	n/a	8/12/2021 8:22 AM
38	N/A	8/12/2021 8:17 AM
39	NA	8/12/2021 8:17 AM
40	N/A	8/12/2021 8:17 AM
41	don't do property mgmt	8/12/2021 8:15 AM
42	N/A	8/12/2021 8:15 AM
43	N/A	8/12/2021 8:14 AM
44	N/A	8/12/2021 8:14 AM
45	NA	8/12/2021 8:14 AM
46	None	8/12/2021 8:13 AM
47	N/a	8/12/2021 8:13 AM
48	NA	8/12/2021 8:11 AM
49	not involved	8/12/2021 8:11 AM

## Trends & Issues in Tennessee's Property Markets

50	N/A	8/12/2021 8:08 AM
51	N/a	8/12/2021 8:05 AM
52	Not enough rentals for the influx of people moving out of the city	8/12/2021 7:13 AM
53	NA	8/11/2021 7:36 PM
54	Not a pm	8/11/2021 2:08 PM
55	I don't work in property management	8/11/2021 11:59 AM
56	N/A	8/11/2021 11:41 AM
57	N/a	8/10/2021 9:22 PM
58	I am not a property manager	8/10/2021 2:22 PM
59	not applicable	8/10/2021 11:56 AM
60	-	8/10/2021 11:00 AM
61	NA	8/10/2021 10:38 AM
62	n/a	8/10/2021 10:37 AM
63	N/A	8/10/2021 9:58 AM
64	not a property manager	8/10/2021 8:18 AM
65	N/A	8/10/2021 7:48 AM
66	Na	8/10/2021 7:23 AM
67	N/A	8/10/2021 4:20 AM
68	Not in property management	8/9/2021 10:05 PM
69	n/a	8/9/2021 8:59 PM
70	N/a	8/9/2021 6:37 PM
71	N/a	8/9/2021 3:01 PM
72	NOT IN PROPERTY MANAGREMENT	8/9/2021 2:50 PM
73	n/a	8/9/2021 2:33 PM
74	Not in property management	8/9/2021 2:31 PM
75	not a property manager	8/9/2021 2:30 PM
76	Na	8/9/2021 2:26 PM
77	Na	8/9/2021 2:15 PM
78	N/a	8/9/2021 2:15 PM
79	n/a	8/9/2021 2:14 PM
80	n/a	8/9/2021 2:11 PM
81	Residential only	8/9/2021 2:02 PM
82	N/A	8/9/2021 2:00 PM
83	N/A	8/9/2021 1:57 PM
84	Not a property mgr	8/9/2021 1:55 PM
85	Lack of dependable service/repair companies	8/9/2021 1:42 PM
86	none	8/9/2021 1:32 PM
87	N/A	8/9/2021 1:19 PM

## Trends & Issues in Tennessee's Property Markets

88	only work in residential	8/9/2021 1:06 PM
89	NA	8/9/2021 12:59 PM
90	N/A	8/9/2021 12:58 PM
91	NA	8/9/2021 12:52 PM
92	NA	8/9/2021 12:41 PM
93	Low inventory of available rentals and they seller's market driving up rental prices.	8/9/2021 12:39 PM
94	N/A	8/9/2021 12:33 PM
95	N/A	8/9/2021 12:33 PM
96	NOT PM	8/9/2021 12:32 PM
97	Na	8/9/2021 12:32 PM
98	Not in property mgmt	8/9/2021 12:30 PM
99	N/A	8/9/2021 12:29 PM
100	NA	8/9/2021 12:26 PM
101	Skip	8/9/2021 12:20 PM
102	none	8/9/2021 12:20 PM
103	im not commercial	8/9/2021 12:19 PM
104	N/A	8/9/2021 12:18 PM
105	N/A	8/9/2021 12:15 PM
106	N/A	8/9/2021 11:42 AM
107	Na	8/9/2021 9:23 AM
108	n/a	8/9/2021 9:09 AM
109	n/a	8/9/2021 7:52 AM
110	na	8/8/2021 4:21 PM
111	N/A	8/8/2021 10:58 AM
112	I don't work in PM	8/7/2021 9:58 PM
113	n/a	8/7/2021 3:46 PM
114	N/a	8/7/2021 11:46 AM
115	N/A	8/7/2021 11:36 AM
116	Zero inventory	8/7/2021 11:28 AM
117	N/A	8/7/2021 5:46 AM
118	Competition of other realtors & prices	8/6/2021 11:23 PM
119	NA	8/6/2021 8:01 PM
120	n/a	8/6/2021 6:52 PM
121	8	8/6/2021 6:44 PM
122	Na	8/6/2021 4:51 PM
123	N/a	8/6/2021 3:38 PM
124	Na	8/6/2021 3:21 PM
125	N/A	8/6/2021 3:03 PM

## Trends & Issues in Tennessee's Property Markets

126	NA	8/6/2021 2:34 PM
127	Continuing effects of Covid-19 on investors & landlords	8/6/2021 2:34 PM
128	NA	8/6/2021 2:33 PM
129	N/a	8/6/2021 2:30 PM
130	n/a	8/6/2021 1:48 PM
131	Not commercial	8/6/2021 1:44 PM
132	n/a	8/6/2021 1:41 PM
133	Not a PM	8/6/2021 1:35 PM
134	Am not a Property Manager	8/6/2021 12:51 PM
135	None	8/6/2021 12:44 PM
136	I am not a property manager	8/6/2021 12:37 PM
137	Doesn't apply	8/6/2021 12:33 PM
138	N/a	8/6/2021 12:30 PM
139	Rising taxes = raised rent	8/6/2021 12:29 PM
140	I'm not a property manager.	8/6/2021 12:00 PM
141	NA	8/6/2021 11:59 AM
142	N/A	8/6/2021 11:53 AM
143	No Mgmt	8/6/2021 11:07 AM
144	Biden Admin not following laws on the books.	8/6/2021 10:47 AM
145	Not a property manager	8/6/2021 10:47 AM
146	.	8/6/2021 10:47 AM
147	Do not work in property management	8/6/2021 10:28 AM
148	I am not a property manager	8/6/2021 10:17 AM
149	N/a	8/6/2021 9:53 AM
150	N/A	8/6/2021 9:49 AM
151	Does not apply to me.	8/6/2021 9:08 AM
152	na	8/6/2021 8:56 AM
153	Supply constraints of materials for repairs	8/6/2021 7:14 AM
154	NA	8/6/2021 6:17 AM
155	N/A	8/6/2021 6:02 AM
156	N/A	8/6/2021 5:54 AM
157	Not in property management	8/6/2021 5:39 AM
158	N/A	8/6/2021 4:35 AM
159	N/A	8/6/2021 1:43 AM
160	N/A	8/5/2021 11:34 PM
161	Govt should have NO RIGHT to nullify private contracts ie leases requiring the payment of rent in order to occupy. Legal document is already in place, why is the govt allowed to override ?	8/5/2021 11:31 PM
162	N/a	8/5/2021 11:24 PM
163	estion, don't make it require an answer.	8/5/2021 10:54 PM

## Trends & Issues in Tennessee's Property Markets

164	Na	8/5/2021 9:41 PM
165	N/A	8/5/2021 9:11 PM
166	Finding vendors who can start work quickly, painters, handymen etc	8/5/2021 9:03 PM
167	Don't work property management	8/5/2021 8:58 PM
168	Lack of inventory	8/5/2021 8:33 PM
169	Not a property manager	8/5/2021 8:04 PM
170	High rental rates & lack of inventory at a rate that 80% of renters can afford.	8/5/2021 8:00 PM
171	Do not deal with property management	8/5/2021 7:31 PM
172	NA	8/5/2021 7:05 PM
173	I do not work as a property manager	8/5/2021 7:02 PM
174	No property management	8/5/2021 6:54 PM
175	Does not apply	8/5/2021 6:06 PM
176	NA	8/5/2021 5:52 PM
177	Na	8/5/2021 5:31 PM
178	n/a	8/5/2021 5:17 PM
179	N/A	8/5/2021 5:17 PM
180	Na	8/5/2021 4:55 PM
181	NA	8/5/2021 4:50 PM
182	None	8/5/2021 4:22 PM
183	N/a	8/5/2021 4:10 PM
184	N/A	8/5/2021 4:00 PM
185	Nothing	8/5/2021 3:52 PM
186	The difficulty and time of obtaining help through the covid rent relief system.	8/5/2021 3:45 PM
187	NA	8/5/2021 3:42 PM
188	N/a	8/5/2021 3:38 PM
189	does not apply	8/5/2021 3:23 PM
190	na said skip the damn question	8/5/2021 3:21 PM
191	n/a	8/5/2021 3:19 PM
192	I do not manage properties.	8/5/2021 3:14 PM
193	na	8/5/2021 3:11 PM
194	n/a	8/5/2021 3:08 PM
195	Cost of inflation and rising rental rates	8/5/2021 3:06 PM
196	High rent rates	8/5/2021 2:59 PM
197	none	8/5/2021 2:57 PM
198	Not in property management	8/5/2021 2:52 PM
199	v	8/5/2021 2:45 PM
200	N/A	8/5/2021 2:45 PM
201	does not apply	8/5/2021 2:44 PM

## Trends & Issues in Tennessee's Property Markets

202	Na	8/5/2021 2:43 PM
203	I don't do property management.	8/5/2021 2:41 PM
204	limited inventory	8/5/2021 2:38 PM
205	housing prices rising faster than rental rates	8/5/2021 2:30 PM
206	I don't manage property	8/5/2021 2:26 PM
207	not property manager	8/5/2021 2:15 PM
208	Na	8/5/2021 2:14 PM
209	N/A	8/5/2021 2:13 PM
210	n/a	8/5/2021 2:12 PM
211	NA	8/5/2021 2:08 PM
212	none	8/5/2021 2:01 PM
213	Not a PM	8/5/2021 1:59 PM
214	Government subsidies and workforce shortage have increased labor prices dramatically	8/5/2021 1:55 PM
215	Not a manager.	8/5/2021 1:53 PM
216	Inventory. We have more people looking for places than we have available. Owners took advantage of the market and sold off some property. The result was good for sellers/owners but now we have a shortage on rentals. And some others took advantage and sold homes but they are now looking for short term rentals and we just don't have much available.	8/5/2021 1:50 PM
217	Rental market is very strong, all of our rentals are full.	8/5/2021 1:48 PM
218	I do not do property management	8/5/2021 1:42 PM
219	N/A	8/5/2021 1:40 PM
220	N/A	8/5/2021 1:39 PM
221	None	8/5/2021 1:34 PM
222	n/a	8/5/2021 1:33 PM
223	not a property manager	8/5/2021 1:33 PM
224	Finding affordable rentals	8/5/2021 1:33 PM
225	not a property mgr	8/5/2021 1:33 PM
226	N/A	8/5/2021 1:33 PM
227	None	8/5/2021 1:32 PM
228	inventory	8/5/2021 1:32 PM
229	credit scores	8/5/2021 1:30 PM
230	NA	8/5/2021 1:29 PM
231	I don't do property management	8/5/2021 1:28 PM
232	N/a	8/5/2021 1:16 PM
233	NA	8/5/2021 1:15 PM
234	NA	8/5/2021 1:14 PM
235	Do not do property management	8/5/2021 1:13 PM
236	Rise in property taxes	8/5/2021 1:12 PM
237	N/A	8/5/2021 1:10 PM
238	?	8/5/2021 1:10 PM



## Trends & Issues in Tennessee's Property Markets

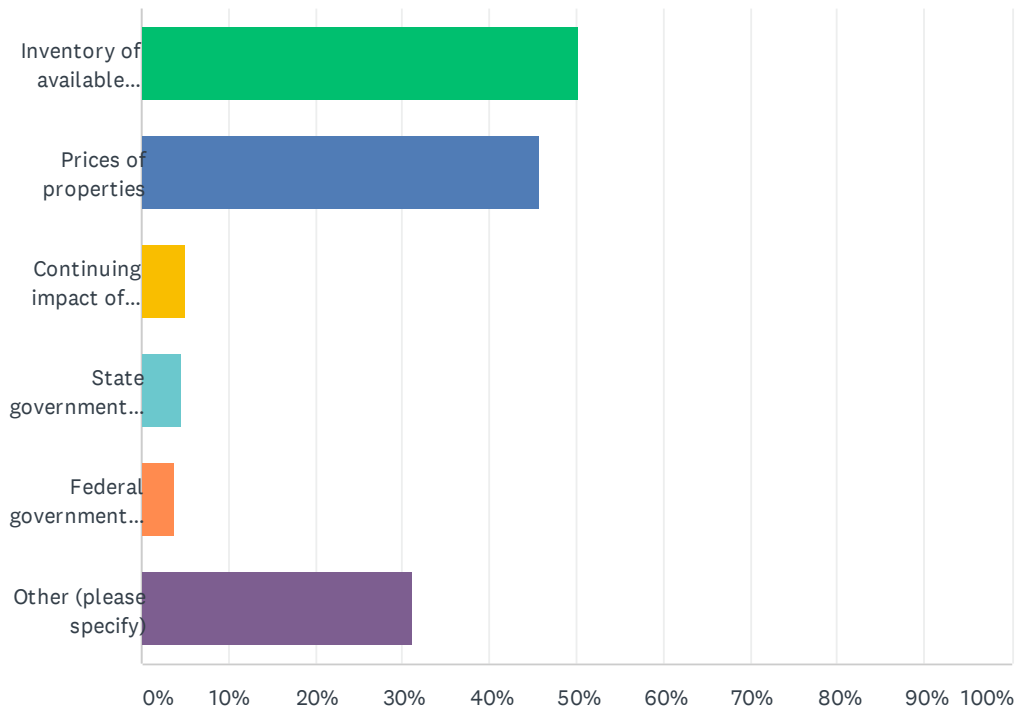
239	na	8/5/2021 1:06 PM
240	No property management dealings	8/5/2021 1:05 PM
241	N/A	8/5/2021 1:02 PM
242	do not	8/5/2021 1:01 PM
243	N/a	8/5/2021 1:00 PM
244	I do short term rentals, market is great	8/5/2021 12:59 PM
245	his shouldn't be a mandatory answer	8/5/2021 12:59 PM
246	NA	8/5/2021 12:57 PM
247	No property management	8/5/2021 12:55 PM
248	N/A	8/5/2021 12:54 PM
249	Don't work prop Mgt	8/5/2021 12:54 PM
250	NA	8/5/2021 12:51 PM
251	No a property manager	8/5/2021 12:49 PM
252	na	8/5/2021 12:48 PM
253	NA	8/5/2021 12:48 PM
254	na	8/5/2021 12:47 PM
255	N/A	8/5/2021 12:47 PM
256	N/A	8/5/2021 12:46 PM
257	Na	8/5/2021 12:45 PM
258	N/A	8/5/2021 12:44 PM
259	N/A	8/5/2021 12:44 PM
260	No issues! My market is steady!	8/5/2021 12:41 PM
261	n/a	8/5/2021 12:39 PM
262	n/a	8/5/2021 12:38 PM
263	not a property manager	8/5/2021 12:38 PM
264	N/A	8/5/2021 12:37 PM
265	Lack of inventory	8/5/2021 12:36 PM
266	Don't do pm	8/5/2021 12:36 PM
267	na	8/5/2021 12:35 PM
268	Too many Realtors in one area	8/5/2021 12:35 PM
269	N/A	8/5/2021 12:35 PM
270	Low inventory	8/5/2021 12:35 PM
271	NA	8/5/2021 12:34 PM
272	Not a PM	8/5/2021 12:34 PM
273	I dont mg prop	8/5/2021 12:33 PM
274	NA	8/5/2021 12:32 PM
275	Non of the above, moratorium did not affect us	8/5/2021 12:31 PM
276	N/A	8/5/2021 12:31 PM

## Trends & Issues in Tennessee's Property Markets

277	N/a	8/5/2021 12:30 PM
278	Na	8/5/2021 12:30 PM
279	0	8/5/2021 12:27 PM
280	Rising rents	8/5/2021 12:26 PM
281	Rental assistance from state	8/5/2021 12:26 PM
282	Na	8/5/2021 12:24 PM
283	We do not manage properties	8/5/2021 12:24 PM
284	N/A	8/5/2021 12:22 PM
285	na	8/5/2021 12:22 PM
286	N/A	8/5/2021 12:22 PM
287	x	8/5/2021 12:21 PM
288	Not a property manger	8/5/2021 12:21 PM
289	I'm not a property manager.	8/5/2021 12:19 PM
290	NA	8/5/2021 12:18 PM
291	N/A	8/5/2021 12:16 PM
292	NA	8/5/2021 12:14 PM
293	N/A	8/5/2021 12:14 PM
294	n/a	8/5/2021 12:13 PM
295	n/a	8/5/2021 12:13 PM
296	N.a.	8/5/2021 12:13 PM

## Q5 If you work in land real estate, which of the following factors are affecting your business right now (check all that apply)?

Answered: 1,155 Skipped: 0



ANSWER CHOICES	RESPONSES	
Inventory of available properties	50.22%	580
Prices of properties	45.71%	528
Continuing impact of COVID-19 on buyers/sellers	5.02%	58
State government policies	4.50%	52
Federal government policies	3.81%	44
Other (please specify)	31.17%	360
Total Respondents: 1,155		

#	OTHER (PLEASE SPECIFY)	DATE
1	n/a	8/12/2021 10:38 PM
2	n/a	8/12/2021 6:16 PM
3	I do not work in primarily in land.	8/12/2021 4:49 PM
4	Not in land	8/12/2021 3:57 PM
5	haven't worked in land	8/12/2021 3:30 PM
6	does not apply	8/12/2021 1:55 PM
7	Construction cost and time to build	8/12/2021 1:44 PM

## Trends & Issues in Tennessee's Property Markets

8	Timelines for development approvals	8/12/2021 1:14 PM
9	don't work	8/12/2021 1:09 PM
10	None	8/12/2021 12:56 PM
11	don't do land	8/12/2021 12:16 PM
12	N/A	8/12/2021 11:53 AM
13	Percable land inventory	8/12/2021 11:19 AM
14	N/A	8/12/2021 11:16 AM
15	n/a	8/12/2021 11:07 AM
16	Don't	8/12/2021 10:58 AM
17	does not apply	8/12/2021 10:57 AM
18	I do not work in land sales	8/12/2021 10:49 AM
19	...	8/12/2021 10:47 AM
20	n/a	8/12/2021 10:40 AM
21	Does not apply to me.	8/12/2021 10:39 AM
22	Na	8/12/2021 10:15 AM
23	n/a	8/12/2021 10:13 AM
24	n/a	8/12/2021 10:06 AM
25	Completion of Inspection in timely manner	8/12/2021 10:04 AM
26	local government policies, planning commission, etc	8/12/2021 9:55 AM
27	Na	8/12/2021 9:47 AM
28	Survey availability	8/12/2021 9:47 AM
29	N/A	8/12/2021 9:46 AM
30	N/A	8/12/2021 9:32 AM
31	Don't work land	8/12/2021 9:30 AM
32	N/A	8/12/2021 9:29 AM
33	na	8/12/2021 9:22 AM
34	N/a	8/12/2021 9:22 AM
35	Not affected	8/12/2021 9:21 AM
36	N/A	8/12/2021 9:19 AM
37	Na	8/12/2021 9:16 AM
38	Available properties that allow a manufactured home.	8/12/2021 9:08 AM
39	Not in land	8/12/2021 9:03 AM
40	n/A	8/12/2021 8:54 AM
41	Do not work in Land	8/12/2021 8:50 AM
42	N/A	8/12/2021 8:40 AM
43	N/A	8/12/2021 8:39 AM
44	N/A	8/12/2021 8:33 AM
45	Planning regs difference between areas	8/12/2021 8:30 AM

## Trends & Issues in Tennessee's Property Markets

46	Not applicable	8/12/2021 8:24 AM
47	Out of state or cash buyers outbidding loan buyers	8/12/2021 8:24 AM
48	n/a	8/12/2021 8:22 AM
49	Cost of building materials	8/12/2021 8:19 AM
50	N/A	8/12/2021 8:17 AM
51	Finding Builders to build on the land	8/12/2021 8:17 AM
52	N/A	8/12/2021 8:17 AM
53	N/A	8/12/2021 8:14 AM
54	N/A	8/12/2021 8:14 AM
55	NA	8/12/2021 8:14 AM
56	Na	8/12/2021 8:13 AM
57	N/a	8/12/2021 8:13 AM
58	N/A	8/12/2021 8:11 AM
59	NA	8/12/2021 8:11 AM
60	not involved	8/12/2021 8:11 AM
61	N/A	8/12/2021 8:11 AM
62	N/A	8/12/2021 8:08 AM
63	N/A	8/12/2021 8:08 AM
64	Cost of construction to build on properties	8/12/2021 7:13 AM
65	NA	8/11/2021 7:36 PM
66	I don't work in land much	8/11/2021 11:59 AM
67	N/A	8/11/2021 11:41 AM
68	n/a	8/10/2021 8:39 PM
69	land is not my primary	8/10/2021 6:04 PM
70	Sellers willing to perk property	8/10/2021 12:33 PM
71	restrictions	8/10/2021 12:31 PM
72	not applicable	8/10/2021 11:56 AM
73	-	8/10/2021 11:00 AM
74	NA	8/10/2021 10:38 AM
75	n/a	8/10/2021 10:12 AM
76	N/A	8/10/2021 8:31 AM
77	Haven't had any land deals	8/10/2021 7:48 AM
78	Na	8/10/2021 7:23 AM
79	I do not deal with land, only Residential	8/10/2021 5:01 AM
80	N/A	8/10/2021 4:20 AM
81	dont do it	8/9/2021 9:36 PM
82	N/A	8/9/2021 8:19 PM
83	NA	8/9/2021 7:21 PM

## Trends & Issues in Tennessee's Property Markets

84	None	8/9/2021 6:37 PM
85	n/a	8/9/2021 5:00 PM
86	NA	8/9/2021 4:16 PM
87	I don't do much land real estate	8/9/2021 4:08 PM
88	Na	8/9/2021 3:05 PM
89	Prices of building materials	8/9/2021 2:57 PM
90	don't broker land much / almost solely single family homes	8/9/2021 2:36 PM
91	Building prices	8/9/2021 2:15 PM
92	Inability of builders to quote a price and build within a year.	8/9/2021 2:15 PM
93	n/a	8/9/2021 2:14 PM
94	Residential only	8/9/2021 2:02 PM
95	N/A	8/9/2021 2:00 PM
96	N/A	8/9/2021 1:57 PM
97	Don't sell land	8/9/2021 1:55 PM
98	Competition for properties	8/9/2021 1:42 PM
99	None of the above	8/9/2021 1:41 PM
100	n/a	8/9/2021 1:36 PM
101	none	8/9/2021 1:32 PM
102	I don't work in land	8/9/2021 1:28 PM
103	n/a	8/9/2021 1:21 PM
104	The cost to build on land properties is an issue currently.	8/9/2021 1:19 PM
105	I do not work in Land Real Estate.	8/9/2021 1:08 PM
106	only work in residential	8/9/2021 1:06 PM
107	Inventory of buildable land.	8/9/2021 1:00 PM
108	Na	8/9/2021 12:59 PM
109	NA	8/9/2021 12:59 PM
110	N/A	8/9/2021 12:45 PM
111	n/a	8/9/2021 12:40 PM
112	Lack of reliable contractors, materials costs	8/9/2021 12:39 PM
113	I don't work with land	8/9/2021 12:36 PM
114	Na	8/9/2021 12:35 PM
115	N/A	8/9/2021 12:33 PM
116	N/A	8/9/2021 12:33 PM
117	Cost of building	8/9/2021 12:33 PM
118	Not in Land	8/9/2021 12:32 PM
119	Na	8/9/2021 12:32 PM
120	N/A	8/9/2021 12:29 PM
121	NA	8/9/2021 12:26 PM

## Trends & Issues in Tennessee's Property Markets

122	N/A	8/9/2021 12:20 PM
123	Skip	8/9/2021 12:20 PM
124	Lack of builders/long lead times	8/9/2021 12:19 PM
125	I dont do land real estate	8/9/2021 12:19 PM
126	N/a	8/9/2021 12:18 PM
127	N/A	8/9/2021 12:18 PM
128	do not work land, required to answer	8/9/2021 12:18 PM
129	Na	8/9/2021 12:17 PM
130	N/A	8/9/2021 12:15 PM
131	N/A	8/9/2021 11:42 AM
132	Cost of building	8/9/2021 10:42 AM
133	Na	8/9/2021 9:23 AM
134	NA	8/9/2021 9:12 AM
135	n/a	8/9/2021 7:52 AM
136	na	8/9/2021 3:58 AM
137	I don't work with land yet	8/8/2021 8:49 PM
138	na	8/8/2021 4:21 PM
139	Not a land REALTOR	8/8/2021 11:34 AM
140	Don't work land	8/7/2021 11:19 PM
141	n/a	8/7/2021 3:46 PM
142	not in land (why is this required question?)	8/7/2021 1:27 PM
143	none	8/7/2021 1:09 PM
144	N/a	8/7/2021 11:46 AM
145	8th	8/7/2021 11:33 AM
146	N/A	8/7/2021 5:46 AM
147	n/a	8/6/2021 6:52 PM
148	I don't do land	8/6/2021 4:30 PM
149	availability of surveyors and soil scientists	8/6/2021 3:56 PM
150	N/a	8/6/2021 3:38 PM
151	I don't work in land real estate.	8/6/2021 3:26 PM
152	Being able to get soil scientist and surveyors to the property timely	8/6/2021 3:03 PM
153	None	8/6/2021 3:03 PM
154	non applicable	8/6/2021 2:52 PM
155	NA	8/6/2021 2:34 PM
156	Cost to construct	8/6/2021 2:34 PM
157	city regulations & price of construction for new builds on land.	8/6/2021 2:01 PM
158	-----	8/6/2021 1:50 PM
159	n/a	8/6/2021 1:48 PM

## Trends & Issues in Tennessee's Property Markets

160	n/a	8/6/2021 1:46 PM
161	N/A	8/6/2021 12:53 PM
162	Do not work in land	8/6/2021 12:51 PM
163	Time frame on appraisals and surveys	8/6/2021 12:48 PM
164	n/a	8/6/2021 12:48 PM
165	do not work land deals	8/6/2021 12:30 PM
166	None	8/6/2021 12:29 PM
167	Davidson County- council members have too much power on projects that would help the metro government with additional revenue and have working class housing available for	8/6/2021 12:02 PM
168	N/A	8/6/2021 11:53 AM
169	Buyers concern about risk with current Biden policies.	8/6/2021 10:47 AM
170	.	8/6/2021 10:47 AM
171	I don't work in land real estate	8/6/2021 10:46 AM
172	Restrictions	8/6/2021 10:28 AM
173	N/a	8/6/2021 9:53 AM
174	N/A	8/6/2021 9:49 AM
175	Land has been pretty straightforward	8/6/2021 9:46 AM
176	I haven't done any land transactions	8/6/2021 9:40 AM
177	na	8/6/2021 8:56 AM
178	Funding for land	8/6/2021 8:46 AM
179	N/A	8/6/2021 8:33 AM
180	I don't	8/6/2021 8:29 AM
181	I am not in land real estate	8/6/2021 8:18 AM
182	N/A	8/6/2021 8:16 AM
183	County policies on septic can be tough	8/6/2021 7:27 AM
184	N/A won't let me skip	8/6/2021 7:14 AM
185	So many looking for a few acres UNRESTRICTED. Almost impossible to find.	8/6/2021 6:59 AM
186	I work mainly residential	8/6/2021 6:29 AM
187	NA	8/6/2021 6:17 AM
188	None	8/6/2021 6:07 AM
189	No land sales fir me	8/6/2021 6:06 AM
190	N/A	8/6/2021 5:54 AM
191	N/A	8/6/2021 4:35 AM
192	N/A	8/5/2021 11:34 PM
193	Land use restrictions /zoning restrictions	8/5/2021 11:31 PM
194	N/a	8/5/2021 11:24 PM
195	Local government fuckery in Nashville	8/5/2021 10:55 PM
196	Na	8/5/2021 9:42 PM
197	Lack of information available from local municipality - zoning planning etc	8/5/2021 9:28 PM



## Trends & Issues in Tennessee's Property Markets

198	Don't work land	8/5/2021 8:58 PM
199	I do not work in land real estate	8/5/2021 8:38 PM
200	Cost of materials for building	8/5/2021 7:07 PM
201	NA	8/5/2021 7:05 PM
202	I don't work land	8/5/2021 6:51 PM
203	NA	8/5/2021 5:52 PM
204	N/A	8/5/2021 5:49 PM
205	n/a	8/5/2021 5:34 PM
206	Na	8/5/2021 5:31 PM
207	NA	8/5/2021 5:30 PM
208	No land	8/5/2021 5:24 PM
209	question does not apply but required an answer	8/5/2021 5:18 PM
210	n/a	8/5/2021 5:18 PM
211	n/a	8/5/2021 5:17 PM
212	N/A	8/5/2021 5:17 PM
213	n/a	8/5/2021 5:15 PM
214	N/A	8/5/2021 5:08 PM
215	the cost & time to build is being considered when people are looking to buy land. also looking at restrictions and wanting unrestricted land	8/5/2021 4:52 PM
216	NA	8/5/2021 4:50 PM
217	None	8/5/2021 4:22 PM
218	n/a	8/5/2021 4:15 PM
219	I don't do land real estate	8/5/2021 4:13 PM
220	COVID-19 due to time frame of construction	8/5/2021 4:12 PM
221	N/A	8/5/2021 4:10 PM
222	N/A	8/5/2021 4:10 PM
223	N/A	8/5/2021 4:00 PM
224	Nothing	8/5/2021 3:52 PM
225	n/a	8/5/2021 3:50 PM
226	NA	8/5/2021 3:45 PM
227	NA	8/5/2021 3:42 PM
228	N/A	8/5/2021 3:38 PM
229	lack of cash buyers available	8/5/2021 3:34 PM
230	does not apply	8/5/2021 3:23 PM
231	n/a	8/5/2021 3:19 PM
232	Na	8/5/2021 3:14 PM
233	I do not work in land	8/5/2021 3:12 PM
234	High cost of building	8/5/2021 3:09 PM
235	n/a	8/5/2021 3:08 PM

## Trends & Issues in Tennessee's Property Markets

236	None	8/5/2021 3:07 PM
237	no	8/5/2021 3:05 PM
238	N/a	8/5/2021 3:03 PM
239	I don't sell land	8/5/2021 3:03 PM
240	N/A	8/5/2021 3:00 PM
241	none	8/5/2021 2:57 PM
242	wish we had more tiny home Communities.	8/5/2021 2:55 PM
243	v	8/5/2021 2:45 PM
244	N/A	8/5/2021 2:45 PM
245	does not apply	8/5/2021 2:44 PM
246	Na	8/5/2021 2:43 PM
247	Requires an answer not in land	8/5/2021 2:43 PM
248	N/A	8/5/2021 2:41 PM
249	I'm not a land real estate agent	8/5/2021 2:38 PM
250	NA	8/5/2021 2:38 PM
251	N/A	8/5/2021 2:37 PM
252	N/A	8/5/2021 2:36 PM
253	Answer required, not a land agent	8/5/2021 2:34 PM
254	I don't sell land	8/5/2021 2:26 PM
255	none	8/5/2021 2:24 PM
256	not in land	8/5/2021 2:15 PM
257	Na	8/5/2021 2:14 PM
258	I don't sell land, but I'm required to answer this question	8/5/2021 2:13 PM
259	NA	8/5/2021 2:08 PM
260	N/a	8/5/2021 2:04 PM
261	none	8/5/2021 2:01 PM
262	Cost of building.	8/5/2021 1:53 PM
263	na	8/5/2021 1:51 PM
264	I don't do many land sales. There is quite a bit available in my area.	8/5/2021 1:50 PM
265	I do not work in land RE.	8/5/2021 1:47 PM
266	I'm not a land broker	8/5/2021 1:45 PM
267	I do not do land deals	8/5/2021 1:42 PM
268	Dated Flood Zones	8/5/2021 1:39 PM
269	Local planning and zoning restrictions and preferences	8/5/2021 1:36 PM
270	Na	8/5/2021 1:34 PM
271	n/a	8/5/2021 1:33 PM
272	don't sell much bare land	8/5/2021 1:33 PM
273	N/A	8/5/2021 1:33 PM

## Trends & Issues in Tennessee's Property Markets

274	None	8/5/2021 1:32 PM
275	n/a	8/5/2021 1:32 PM
276	same	8/5/2021 1:31 PM
277	n/a	8/5/2021 1:30 PM
278	I don't sell land	8/5/2021 1:28 PM
279	No issues	8/5/2021 1:25 PM
280	N/a	8/5/2021 1:18 PM
281	Skip	8/5/2021 1:18 PM
282	N/a	8/5/2021 1:16 PM
283	SKIP	8/5/2021 1:16 PM
284	n/a	8/5/2021 1:12 PM
285	Skip	8/5/2021 1:11 PM
286	Nothing	8/5/2021 1:10 PM
287	Construction costs	8/5/2021 1:10 PM
288	Don't sell land	8/5/2021 1:10 PM
289	Do not work in land sales	8/5/2021 1:10 PM
290	na	8/5/2021 1:06 PM
291	N/A	8/5/2021 1:04 PM
292	do not	8/5/2021 1:01 PM
293	Not in land.	8/5/2021 1:01 PM
294	N/a	8/5/2021 1:00 PM
295	n/a	8/5/2021 12:59 PM
296	Lack of appraisers, environmental tester, soil testers, surveyors.	8/5/2021 12:59 PM
297	This shouldn't be a mandatory answer	8/5/2021 12:59 PM
298	I don't work land sales	8/5/2021 12:59 PM
299	N/A	8/5/2021 12:58 PM
300	NA	8/5/2021 12:57 PM
301	I don't work in land real estate but maybe every 3 years or so	8/5/2021 12:57 PM
302	I don't work in land real estate	8/5/2021 12:54 PM
303	N/A	8/5/2021 12:53 PM
304	NA	8/5/2021 12:49 PM
305	na	8/5/2021 12:48 PM
306	NA	8/5/2021 12:48 PM
307	N/A	8/5/2021 12:47 PM
308	N/A	8/5/2021 12:46 PM
309	Not affected	8/5/2021 12:46 PM
310	I don't work in land real estate	8/5/2021 12:46 PM
311	Na	8/5/2021 12:45 PM

## Trends & Issues in Tennessee's Property Markets

312	N/A	8/5/2021 12:44 PM
313	Around my area, we see many out of state buyers. When they visit, they see our "cliff hanger" cabins and other extremely steep builds and become scared. It is hard to reassure many of them even with numerous talented builders around that know how to handle it.	8/5/2021 12:44 PM
314	n/a	8/5/2021 12:41 PM
315	N/A	8/5/2021 12:40 PM
316	None	8/5/2021 12:39 PM
317	n/a	8/5/2021 12:38 PM
318	Rarely work with land	8/5/2021 12:38 PM
319	N/A	8/5/2021 12:37 PM
320	N/A	8/5/2021 12:36 PM
321	Don't work in land	8/5/2021 12:36 PM
322	I do work in land real estate	8/5/2021 12:35 PM
323	Cost of Building material and lack of workers	8/5/2021 12:35 PM
324	Not land broker	8/5/2021 12:34 PM
325	It says to skip	8/5/2021 12:34 PM
326	restrictions	8/5/2021 12:32 PM
327	Doesn't apply	8/5/2021 12:32 PM
328	do not sell land parcels that regularly.	8/5/2021 12:32 PM
329	N/A	8/5/2021 12:31 PM
330	None	8/5/2021 12:31 PM
331	Not in land.	8/5/2021 12:30 PM
332	Do not work much land	8/5/2021 12:29 PM
333	n/a	8/5/2021 12:28 PM
334	I don't work with land	8/5/2021 12:28 PM
335	N/A	8/5/2021 12:28 PM
336	Don't do	8/5/2021 12:28 PM
337	TAR and Dotloop	8/5/2021 12:27 PM
338	0	8/5/2021 12:27 PM
339	Prices are to high and not appraising	8/5/2021 12:26 PM
340	Do not work in land real estate.	8/5/2021 12:25 PM
341	NA	8/5/2021 12:25 PM
342	I am a residential broker.	8/5/2021 12:25 PM
343	Cost of construction	8/5/2021 12:24 PM
344	I dont' work land very often.	8/5/2021 12:24 PM
345	None	8/5/2021 12:24 PM
346	na	8/5/2021 12:22 PM
347	N/A	8/5/2021 12:22 PM
348	No builders available	8/5/2021 12:21 PM

## Trends & Issues in Tennessee's Property Markets

349	N/A	8/5/2021 12:21 PM
350	Don't work in this area	8/5/2021 12:21 PM
351	na	8/5/2021 12:20 PM
352	Again, a weak workforce in construction	8/5/2021 12:18 PM
353	NA	8/5/2021 12:18 PM
354	NA	8/5/2021 12:18 PM
355	N/A	8/5/2021 12:16 PM
356	n/a	8/5/2021 12:15 PM
357	NA	8/5/2021 12:14 PM
358	not in lad real estate	8/5/2021 12:13 PM
359	Available builders	8/5/2021 12:13 PM
360	N/A	8/5/2021 12:11 PM

## Q6 Is there anything else you'd like to share about issues and trends affecting real estate in Tennessee? What keeps you up at night?

Answered: 1,155 Skipped: 0

#	RESPONSES	DATE
1	Institutional buyers long term effect on market	8/12/2021 11:09 PM
2	Greedy nationwide builders reducing commissions, trying to take all the commissions, then waiting 6 months to be built, requiring buyers to use their in-house lending, then requiring a contract on their home to write an offer (no sale of home contingency) and sending them to instant offer companies like Open Door. I'm literally being eaten alive. Please send me email addresses where I can write a formal complaint on transactions and explain all the details. Multiple offers are out of control, we need limitations on days to accept an offer. I am not ebay.	8/12/2021 10:38 PM
3	Few properties available and multiple offers on each.	8/12/2021 10:33 PM
4	Not getting enough listings. Have more buyers than sellers.	8/12/2021 10:11 PM
5	Pricing	8/12/2021 9:42 PM
6	B	8/12/2021 8:03 PM
7	N/A	8/12/2021 6:56 PM
8	rising housing costs	8/12/2021 6:16 PM
9	Rising prices and low inventory	8/12/2021 5:50 PM
10	Unlicensed activity by wholesalers	8/12/2021 5:42 PM
11	Appraisal issues - either too high or too low. Also, it's difficult for established Tennesseans to find affordable housing with all the out-of-state/new Tennesseans coming here and paying much more and/or paying cash.	8/12/2021 4:49 PM
12	Great market at this time.	8/12/2021 4:47 PM
13	nothing. i sleep well at night	8/12/2021 4:31 PM
14	forms	8/12/2021 4:04 PM
15	Out of state investors have been allowed to turn Memphis into nothing but rentals. They out-bid financed buyers daily who have a higher possibility of upkeep on the homes. Great neighborhoods being destroyed & many left homeless due to not being able to compete with cash buyers.	8/12/2021 3:57 PM
16	The great reset	8/12/2021 3:51 PM
17	VA Appraisal Fees not keeping pace with inflation.	8/12/2021 3:48 PM
18	people aren't wanting to sell despite raised prices because there's nowhere for them to go prices are unsustainable as wages aren't increasing at all	8/12/2021 3:30 PM
19	Sellers heavily concerned about changes in capital gains tax regulations is making sales very difficult. Sellers are wanting to postpone sales if they don't feel the deal can close before year-end. A permanent shift to totally a work-from-home concept would be detrimental for office space. 50% of employees working 2/3 days per week would be manageable from an office leasing/sales standpoint.	8/12/2021 2:55 PM
20	Low inventory, and other agents advertising to buy my client's home in cash.	8/12/2021 2:53 PM
21	City governments like Franklin and Nashville have so many development restrictions and so long to get through engineering departments it is making affordable housing unattainable.	8/12/2021 2:44 PM
22	Nothing	8/12/2021 2:39 PM

## Trends & Issues in Tennessee's Property Markets

23	no	8/12/2021 2:35 PM
24	lol, my next check.	8/12/2021 2:30 PM
25	N/A	8/12/2021 2:27 PM
26	Wondering if we can get bad renters out that are using covid as a excuse to not have to get out.	8/12/2021 2:19 PM
27	Too many realtors in the business.	8/12/2021 2:09 PM
28	government interference in my small business. we need less regulation not more. total ineffective government policies.	8/12/2021 1:56 PM
29	n/a	8/12/2021 1:55 PM
30	next closing	8/12/2021 1:48 PM
31	Buyers are afraid to pull the trigger and buy bc they think prices are inflated and sellers cant sell bc they cant buy back what they have	8/12/2021 1:44 PM
32	Influx of outer towners moving in	8/12/2021 1:36 PM
33	knowing that people will always need a home and that i can be a valuable asset for them trying to find them the best fit for their needs even if it may take a bit longer.	8/12/2021 1:34 PM
34	trying to win in multiple offer situations. Its a rollercoaster.	8/12/2021 1:19 PM
35	Length of time for appraisals along with excessive up-charges for timely delivery of report	8/12/2021 1:16 PM
36	Slow pace of construction, increased pricing, appraisal shortfalls	8/12/2021 1:14 PM
37	lack of inventory, too many agents who only do a few deals a year and don't have a clue what they are doing, unethical agents who basically just keep on behaving the way they do and see fines as a cost of doing business.	8/12/2021 1:09 PM
38	That as the Delta Variant of COVID 19 spreads, it will have a a greater negative impact on families and business.	8/12/2021 1:08 PM
39	Rising costs and investors making cash offers.	8/12/2021 12:56 PM
40	N/A	8/12/2021 12:40 PM
41	Low inventory and customers, who expect what isn't possible, make it hard to be a new agent.	8/12/2021 12:36 PM
42	Too many realtors, too many realtors doing illegal things, too many big rental companies buying out large amounts of properties to rent out. I could easily name 5 right now like Progress Residential, Tricon Residential, American Homes 4 Rent, and that's just a few and they have gotten expensive with their rent prices! That is making it very difficult for us as realtors in addition to all the other issues. Also too many of these online real estate companies and brokerages like Open Door, Red Door, Zillow, eXp Realty, and some of these National Expansion Teams that some companies have like Keller Williams etc, etc..that aren't even based here or have an office with a broker that is present here in the city or state. That is supposed to be illegal according to the laws when I took the test. That is creating a mess! Also people doing videos of homes on YouTube is getting hairy because you have to have permission from the owner and it has to be that realtor's listing unless the owner gives others permission to put it on YouTube and share to other platforms. What used to be a very simple and stress free career and industry has become a chaotic and dog eat dog industry among realtors and now with builders and developers and investors. Another problem is the builders wanting to cheat realtors from their commissions and only wanting to pay 2.5%, 2%, and even as low as 1.5% or 1% commission which is ridiculous! It shouldn't be allowed or they should be boycotted to force them to stop. Also the issue of builders trying to build as many homes as possible in one piece of land to try and make the most money out of it and not thinking of how it's going to affect the population and neighborhoods and traffic. And no buyer I've met wants a house that is right on top of their neighbor. And these townhouses are being ridiculously priced. Who wants to pay over \$300k for a townhome? No one! I mean as far as Lebanon we're seeing those prices for a townhome. That's crazy! And we are losing our greenery because of it, which is why most people move here in the first place! It's becoming all cement and congested!	8/12/2021 12:31 PM
43	Limited inventory	8/12/2021 12:28 PM

## Trends & Issues in Tennessee's Property Markets

44	Not really much else...	8/12/2021 12:18 PM
45	Low inventory is correcting but sellers are not changing their expectations.	8/12/2021 12:16 PM
46	Temporary Housing is an issue but also the extremely onsided builder contracts that literally leave the buyers exposed & unprotected. There should be some accountability & restraints put on what builders can put in these contracts or required the state forms.	8/12/2021 11:58 AM
47	With the current competitive environment among buyers, it has become harder for buyers to actually get into a home to see it, since they're going under contract so quickly. Grateful for the agents right now that are allowing a few days before their seller makes a decision, in order to get more buyers in to see the property.	8/12/2021 11:53 AM
48	NO	8/12/2021 11:44 AM
49	No	8/12/2021 11:39 AM
50	Realtors that does not answer their phone or return calls!!!!!!	8/12/2021 11:38 AM
51	NA	8/12/2021 11:36 AM
52	Not at this time.	8/12/2021 11:32 AM
53	inventory	8/12/2021 11:22 AM
54	Other Real estate Agents responding to me	8/12/2021 11:19 AM
55	What keeps me up is knowing that average citizens who work and pay taxes can't afford housing in a place they were once able to afford. The cost of living goes up but compensation from your job never does???!!!!???	8/12/2021 11:16 AM
56	No	8/12/2021 11:15 AM
57	low inventory	8/12/2021 11:07 AM
58	no	8/12/2021 10:58 AM
59	n/a	8/12/2021 10:57 AM
60	Lack of affordable housing, and lack of professionalism in the industry. A real estate license should be harder to get and even harder to keep.	8/12/2021 10:51 AM
61	Will property values go down after the pandemic and there are more homes on the market. I fear another 2008 situation where homeowners are under water on loans.	8/12/2021 10:49 AM
62	...	8/12/2021 10:47 AM
63	Life is good, and I have no trouble sleeping!	8/12/2021 10:46 AM
64	n/a	8/12/2021 10:40 AM
65	Hoping to get an offer accepted for my buyers.	8/12/2021 10:39 AM
66	Property tax	8/12/2021 10:37 AM
67	The lack of agents following our code of ethics and being very unprofessional.	8/12/2021 10:35 AM
68	High prices	8/12/2021 10:27 AM
69	The lack of inventory is very surprising!	8/12/2021 10:22 AM
70	The flooding of new agents not being properly trained or not use to land sales !	8/12/2021 10:15 AM
71	No	8/12/2021 10:15 AM
72	appraisals, inventory	8/12/2021 10:13 AM
73	No more government mandates relates to mask and freedom	8/12/2021 10:06 AM
74	Appraisals seem to be taking longer than ever	8/12/2021 10:05 AM
75	No	8/12/2021 10:04 AM
76	Lack of Inventory	8/12/2021 10:03 AM



## Trends & Issues in Tennessee's Property Markets

77	Low inventory and prices	8/12/2021 10:00 AM
78	no	8/12/2021 9:58 AM
79	Low inventory-seriously affects first time buyers and lower income buyers.	8/12/2021 9:57 AM
80	Slow approval processes from planning commissions. Lack of infrastructure development.	8/12/2021 9:55 AM
81	Waiting for another market crash. It cannot keep going up, up, up.	8/12/2021 9:55 AM
82	N/A	8/12/2021 9:55 AM
83	NA	8/12/2021 9:49 AM
84	No	8/12/2021 9:47 AM
85	People are missing deadlines and not responsive	8/12/2021 9:47 AM
86	That's covers it	8/12/2021 9:47 AM
87	The bidding wars that lead to frustration, anger and. surrender among buyers. How many offers are made without an inspection contingency really bother me.	8/12/2021 9:46 AM
88	We are in a gridlock with no where to go for a lot of buyers. In 15 years as a realtor, I have never felt my hands tied as much as I do now with rules by NAR about clear cooperation.	8/12/2021 9:43 AM
89	Dual Agency shouldn't be allowed in TN. It's a huge conflict of interest.	8/12/2021 9:42 AM
90	All the people moving into the state where real estate is much higher and driving up the prices.	8/12/2021 9:38 AM
91	Finding buyers who can buy now.	8/12/2021 9:36 AM
92	Nothing	8/12/2021 9:36 AM
93	Some areas are continuing to thrive where others are becoming stagnant	8/12/2021 9:35 AM
94	Realtors are becoming uncivil towards one another. They aren't operating fairly. They are offering co-op commissions that are less than 1/2 of the total commission charged.	8/12/2021 9:33 AM
95	No	8/12/2021 9:32 AM
96	Nothing. I pray to God and He gives me peace.	8/12/2021 9:32 AM
97	Nothing	8/12/2021 9:31 AM
98	Not really. Just hope Uncle Sam will keep his nose out of our business. Thankful for NAR.	8/12/2021 9:30 AM
99	Not at this time.	8/12/2021 9:29 AM
100	Agent saturation in the Knoxville area.	8/12/2021 9:28 AM
101	New Construction continuing to rise but nothing keeps me up at night. I sleep well...	8/12/2021 9:22 AM
102	N/a	8/12/2021 9:22 AM
103	No inventory especially below \$200,000 & the feeding frenzy of buyers we compete with even with escalation clauses fail to win the offer.	8/12/2021 9:21 AM
104	Blackrock and other large Wall St funds purchasing SFRs well over asking, pricing typical homebuyers out of the market, potentially creating a "renter class" society.	8/12/2021 9:19 AM
105	I enjoy working in realtors but some realtors steal clients and get away with it	8/12/2021 9:16 AM
106	Nothing to share. People calling to talk about real estate after 10pm.	8/12/2021 9:14 AM
107	No	8/12/2021 9:12 AM
108	Need more pro development policies to relieve inventory and pricing pressures	8/12/2021 9:12 AM
109	It's a hard hit for many of the locally employed first time home buyers. Those who have been working hard to build their credit and save for their first home, have almost no chance at winning a bid for a home in their price range. The out of state buyers are working with all cash, or lending for the list price and cash for their bid overage (of \$20k-60k) to cover the possible appraisal gap. This leaves the local buyers who've been striving to obtain a home close to their	8/12/2021 9:11 AM

## Trends & Issues in Tennessee's Property Markets

families on the losing side of every deal. With the influx of out of state workers who now have the freedom to work remotely, retaining their higher-paid salaried positions, and the attractiveness of Tennessee's offerings, it's a tough hand being dealt to local first time home buyers.

110	n/a	8/12/2021 9:09 AM
111	Homes that go pending in 20 minutes after being listed as Active!! If a property has an offer on it before coming active on the MLS, it should NOT be allowed to be suddenly marked Pending or Pending Continue to show. The home went pending prior to an open market where Buyers/Agents can see a property on the MLS and bring a buyer to it. The MLS is for marketing to the public, not for showing pending properties that got the buyer with out the use of having it openly marketed on the local MLS. This is a Major disservice to the Sellers as who knows what the home might have actually Sold for? . Other states do not a home to come on as "Active" then be marked "Pending" with in hours (or just minutes) of being Active. Reason:: because the offer was in house or by the same agent (pocket listing). It shouldn't be used as a Comparable for other sales as it was never marketed to the PUBLIC. and had a chance to get other buyers into it. (again, Pocket listing, harms the sellers and could cause future lawsuits once the sellers figure out they could have netted more \$\$ . Agents can still get credit for the sale towards their Masters Club Certificates, or \$\$ volume in sales for home they participated in the sale. These pocket listings should not be listed on the MLS ever if the buyer never came from open marketing.	8/12/2021 9:08 AM
112	I wonder how long the seller's market will last--could the market crash within the next 12 months?	8/12/2021 9:08 AM
113	no	8/12/2021 9:07 AM
114	N/A	8/12/2021 9:03 AM
115	Nothing	8/12/2021 9:02 AM
116	Zillow and the others	8/12/2021 9:00 AM
117	No	8/12/2021 8:57 AM
118	Covid lockdowns	8/12/2021 8:57 AM
119	Inflation and more Covid19 shenanigans that affect so many people because the government continues to lie about virus.	8/12/2021 8:56 AM
120	N/a	8/12/2021 8:55 AM
121	Multiple offers	8/12/2021 8:55 AM
122	—	8/12/2021 8:55 AM
123	N/A	8/12/2021 8:54 AM
124	Higher Anxiety among both buyers and sellers.	8/12/2021 8:52 AM
125	Double standards	8/12/2021 8:50 AM
126	na	8/12/2021 8:50 AM
127	The amount of business being done does not keep up with expenses to run the business.	8/12/2021 8:50 AM
128	Rising prices and just getting outbid on everything.	8/12/2021 8:48 AM
129	Down payments people have to come up with.	8/12/2021 8:48 AM
130	N/A	8/12/2021 8:45 AM
131	Agents not treating others kindly.	8/12/2021 8:41 AM
132	No	8/12/2021 8:40 AM
133	Definitely not enough inventory.	8/12/2021 8:40 AM
134	Worrying about a market collapse!	8/12/2021 8:39 AM
135	In this market, VA qualified buyers are struggling to compete with other buyers.	8/12/2021 8:39 AM

## Trends & Issues in Tennessee's Property Markets

136	The lack of enforcement of ethics violation occurring in plain sight.	8/12/2021 8:38 AM
137	Multiple offers make it tough for agents representing buyers!	8/12/2021 8:38 AM
138	The prices keep going up and how the upcoming buyers may be priced out of a home.	8/12/2021 8:38 AM
139	N/A	8/12/2021 8:33 AM
140	no	8/12/2021 8:32 AM
141	Very low appraisals.	8/12/2021 8:30 AM
142	Inventory of construction supplies	8/12/2021 8:30 AM
143	Poorly trained agents and agents that are grandfathered in regards to continuing education. There are too many undereducated agents. CE must be much be made much stricter.	8/12/2021 8:29 AM
144	oversaturation of realtors in the industry	8/12/2021 8:28 AM
145	The uncertainty of what happens next is really keeping me up at night. The safety of myself and others going into homes in the middle of Covid also plays an important factor.	8/12/2021 8:27 AM
146	The rising prices, and competition with buyers. Ha	8/12/2021 8:27 AM
147	Plenty of buyers..... not enough properties!	8/12/2021 8:27 AM
148	Nothing	8/12/2021 8:27 AM
149	Excessive government policies keep me up at night.	8/12/2021 8:26 AM
150	Agents not paying attention to the details.	8/12/2021 8:25 AM
151	Opendoor, Zillow & Redfin. They changing the real estate landscape.	8/12/2021 8:25 AM
152	It seems inventory issues in the Middle Tennessee area are easing up and more properties are becoming available. But, I think the bloody bidding wars are going to be part of the climate for a long time to come.	8/12/2021 8:25 AM
153	Lack of inventory is the biggest factor.	8/12/2021 8:24 AM
154	The lack of appraisers and they are always late to deliver the report. This affects closings so much.	8/12/2021 8:24 AM
155	Agents bad attitudes	8/12/2021 8:24 AM
156	What keeps me up at night is how long my buyers will need to be in the home to breakeven. 8, 10, 15 years in some cases.	8/12/2021 8:24 AM
157	Finding repair contractors	8/12/2021 8:22 AM
158	No	8/12/2021 8:22 AM
159	Protect us from market disruptors / iBuyers. Stop utiliting applications that share our data with them for FREE: Dotloop, Showingtime, etc. Please, please put a cap on this soon.	8/12/2021 8:22 AM
160	Need more options to sell, in areas like Franklin and Brentwood how high do I advise my clients to offer over the ask price to win them the house 🙏	8/12/2021 8:21 AM
161	It's trending in Knox County that cash Buyers are doing bait and switches. They bait you with an over asking all cash no Contingency offer then turn around and get a loan with out notifying the sellers of changes. There needs to be a mandatory notification any time finances change in a transaction...	8/12/2021 8:21 AM
162	no	8/12/2021 8:21 AM
163	Influx of California cash buyers	8/12/2021 8:20 AM
164	The only thing that frustrates me that can be controlled is uneducated realtors that I work with. Appraisals are also a pretty big issue at the moment with delays.	8/12/2021 8:19 AM
165	No, except we need a new President with a better memory.	8/12/2021 8:18 AM
166	No	8/12/2021 8:17 AM

## Trends & Issues in Tennessee's Property Markets

167	Appraisers and appraisals. It is difficult to get an appraiser to pick up a home that is out of the norm. A home with lots of land or not in a subdivision - appraisers don't want. They are wanting a lot of money to pick up those tickets.	8/12/2021 8:17 AM
168	Sellers can't sell if there aren't houses available for them to purchase.	8/12/2021 8:17 AM
169	Buyers - especially first time homebuyers- who can't afford to participate in the market right now. Their threshold is below the average sales price in most areas near Nashville.	8/12/2021 8:17 AM
170	The trend I am seeing that scares me the most is that our members aren't doing a good enough job of communicating with first time homebuyers. Especially if when it comes to the pitfalls of buying at super high prices in a market that we may never see again.	8/12/2021 8:16 AM
171	Need more and better affordable housing options.	8/12/2021 8:15 AM
172	Hoping that Market does not tank and that buyer clients have not overpaid for their houses	8/12/2021 8:15 AM
173	Not being able close within the timeframe due to the appraisers. They are price gouging our clients. Instead of costing the typical \$350-\$500, they are charging \$900+. Then they are taking 2-8 weeks to get the reports.	8/12/2021 8:15 AM
174	-	8/12/2021 8:14 AM
175	No	8/12/2021 8:14 AM
176	Buyers are getting burned out with over bidding and still losing offers so the buyers that were in my pipeline are not viable buyers currently. Hopefully they'll be interested in the future!	8/12/2021 8:14 AM
177	No	8/12/2021 8:14 AM
178	Lead generation	8/12/2021 8:14 AM
179	Seller's hesitation to sale due to unable to find a home to buy.	8/12/2021 8:13 AM
180	Coming soon listing going pending before they can be shown.	8/12/2021 8:13 AM
181	TAR should be in full support of eviction moratoriums during a global pandemic.	8/12/2021 8:13 AM
182	Working so much harder for what is often less pay due to decreasing commissions. My agents are weary..writing offer after offer in the hopes of something sticking. Sellers who won't budge on their price despite the appraisal coming in considerably lower than list price. It's a tough time to be a Realtor right now and yet people are flocking to this industry because yet again, it looks like you can get rich...lol.	8/12/2021 8:12 AM
183	You've covered everything	8/12/2021 8:12 AM
184	No	8/12/2021 8:11 AM
185	No	8/12/2021 8:11 AM
186	iBuyers stomping on the heads of "normal family" buyers. Well qualified people who have done right, saved money, built credit, and could normally buy easily are being pushed out with iBuyers overpaying for houses. Although nothing can be done that I know of, its just not right.	8/12/2021 8:11 AM
187	n/a	8/12/2021 8:11 AM
188	Outside influence of the large amount of people moving into our area.	8/12/2021 8:11 AM
189	Ways to grow my business!	8/12/2021 8:10 AM
190	Fear of what is happening in the next 6 months	8/12/2021 8:10 AM
191	Not having enough supply of houses to fulfill the demand.	8/12/2021 8:10 AM
192	Nothing keeps me up at night. Tennessee is a pleasure to work in and a model for positive capitalism.	8/12/2021 8:10 AM
193	N/A	8/12/2021 8:08 AM
194	None	8/12/2021 8:08 AM
195	No	8/12/2021 8:06 AM

## Trends & Issues in Tennessee's Property Markets

196	Very competitive market, houses selling over priced	8/12/2021 8:05 AM
197	trying to keep up	8/12/2021 8:05 AM
198	Coming soon listings	8/12/2021 8:04 AM
199	Clear cooperation has good intentions but has unintended consequences. Buyers with loans or sale of home contingencies have no way to beat cash buyers, newer agents aren't able to get office feedback before listing homes due to not being able to host caravans. Most of all agents who weren't ethical before are still finding ways to be unethical and skirt around clear cooperation rules such as accepting site unseen offers before the market has a chance to respond to coming soon listings. Sometimes regulation is a good thing but I really think clear cooperation has overstepped and hurt our industry more than help.	8/12/2021 7:13 AM
200	Affordable housing for buyers in the \$150,000 range.	8/11/2021 11:21 PM
201	The number of real estate agents in the state	8/11/2021 9:59 PM
202	Tight inventory	8/11/2021 7:36 PM
203	n/a	8/11/2021 2:58 PM
204	Inventory and the price of property	8/11/2021 2:49 PM
205	Local jurisdictions could dramatically improve the affordable housing crisis by implementing a smarter, more efficient zone change process.	8/11/2021 2:34 PM
206	No	8/11/2021 2:08 PM
207	N/A	8/11/2021 12:46 PM
208	n/a	8/11/2021 11:59 AM
209	With housing competition so fierce a lot of first time home buyers are completely missing out. I also see a lot of people not putting homes on the market because they can't find anywhere to go.	8/11/2021 11:41 AM
210	My main issue is how loose ethically agents are getting when dealing with competition and a lack of inventory.	8/11/2021 11:28 AM
211	the market changes all the time. i sleep well..	8/11/2021 10:26 AM
212	nope	8/11/2021 10:26 AM
213	I am very upset they Tennessee is discontinuing the partnership with dotloop. This is definitely going to have a negative impact on my business	8/11/2021 9:19 AM
214	How are first time home buyers to enter the market when home prices are so high? Where are the affordable housing initiatives we need today?	8/11/2021 5:15 AM
215	I have a real issue with the pandering to the LGBTQ community. We already have equality in place for discrimination. Yall might want to think twice about the LGBTQ stance, as the P is trying to make its way into that title, (P for Pedophile) and that is something NO ONE wants to be connected to. Many think this but no one is saying it.	8/10/2021 11:35 PM
216	Too many MLS Boards, no cooperation between them.	8/10/2021 10:39 PM
217	N/a	8/10/2021 9:22 PM
218	Afraid the way the market is shaping up we may be in an inventory shortage for quite a while. Fed talks of potential rate increases may push the few affordable homes now out of reach for a high percentage of buyers, and homesales may slide in 2022-beyond!	8/10/2021 9:17 PM
219	Hard for VA buyers to be competitive and hard for people who don't have cash to pay their own closing costs	8/10/2021 8:39 PM
220	Crappy D R HORTON NEW CONSTRUCTION. CRAPPY!	8/10/2021 7:41 PM
221	As a buyer's agent being half or most of my job, I am very worried that I will have enough buyers and sales to keep moving in the same direction I am now.	8/10/2021 6:04 PM
222	Need for Buyers AND the prices Buyers are currently paying and how this will affect our	8/10/2021 5:24 PM

## Trends & Issues in Tennessee's Property Markets

	market in a year or so.	
223	Lack of inventory for new homes and land acquisition. The stormwater maintenance and federal regulations continue to make it harder and harder to develop land.	8/10/2021 2:53 PM
224	It is really hard to do virtual showings and then put in an offer on a home for a client who is in another state. It is difficult to have them putting that much trust in what they can see through the camera on my cell phone.	8/10/2021 2:22 PM
225	Inventory so low that buyer numbers are so much higher than seller numbers. Some home owners want to sell but are afraid that they may not be able to find another home to purchase.	8/10/2021 2:11 PM
226	Inflation clause and smart home verbiage.	8/10/2021 12:49 PM
227	Agents competence.	8/10/2021 12:33 PM
228	no	8/10/2021 12:31 PM
229	not	8/10/2021 11:56 AM
230	No	8/10/2021 11:53 AM
231	Nothing keeps me up at night	8/10/2021 11:09 AM
232	-	8/10/2021 11:00 AM
233	Nothing more	8/10/2021 10:38 AM
234	finding market value for listings/appraisals	8/10/2021 10:37 AM
235	n/a	8/10/2021 10:12 AM
236	Difficult time to be a new agent. My clients are all in positions where they don't need to sell and are looking for the perfect property to make them "jump". First time buyer clients are also having a tough time coming around. Anyone that is looking to buy or sell is looking for an experienced agent.	8/10/2021 9:58 AM
237	I feel there are a lot of new agents that are only getting their RE License right now because of the market. I feel they are thinking it's a way to make a lot of money quickly and isn't really in it to help the public. Our market is oversaturated with agents and I think this is something that should be addressed.	8/10/2021 9:54 AM
238	Bidding wars are horrible for my buyers.	8/10/2021 9:12 AM
239	Surveys that require answers to non-applicable questions.	8/10/2021 8:31 AM
240	trying to find good properties for my clients. Many agents are not going with the comps just listing for what ever the owner wants	8/10/2021 8:18 AM
241	Buyers with good jobs and great credit who keep losing out on homes to cash buyers. I also don't like having to advise buyers to go pass -fail or waive inspection all together.	8/10/2021 8:11 AM
242	Competition	8/10/2021 7:52 AM
243	The expense of the business, I have not made enough money as a realtor to cover the cost of fees and associations dues. I am considering retiring my license	8/10/2021 7:50 AM
244	I am new and haven't really got deep in the ocean yet. I've only had the opportunity to do one offer which was refused before my momma fell and needed me, she recently passed so when I can settle that and get closed out I'll have more time to devote to my new path. Hopefully it won't be filled with rejected offer after rejected because such over asking cash offers that make good solid offers null and void. I don't blame sellers. They of course want to get more if possible.	8/10/2021 7:48 AM
245	Na	8/10/2021 7:23 AM
246	Competition among real estate agents as well. The public doesn't understand how we get paid.	8/10/2021 7:08 AM
247	No	8/10/2021 7:06 AM
248	Low inventory and the # of realtors and buyers competing for the same house.	8/10/2021 5:01 AM
249	N/A	8/10/2021 4:20 AM

## Trends & Issues in Tennessee's Property Markets

250	Availability due to rising prices	8/10/2021 2:59 AM
251	Still lack of inventory, the increasing number of homes being sold as is.	8/9/2021 10:20 PM
252	Seems like a lot of us suffered without income for over a year, 14 months for me.	8/9/2021 10:05 PM
253	NA	8/9/2021 10:02 PM
254	I sleep good	8/9/2021 9:53 PM
255	none	8/9/2021 9:36 PM
256	Lack of inventory	8/9/2021 8:59 PM
257	Tight inventory is causing buyer fatigue. Plenty of buyers, not enough houses to buy. Not good!	8/9/2021 8:19 PM
258	Worry about the county economy	8/9/2021 8:07 PM
259	no	8/9/2021 7:21 PM
260	Unreasonable pricing	8/9/2021 7:20 PM
261	Surplus of buyers with limited houses available. The rise on property taxes in Davidson county causing more people to prefer neighboring counties which drives up the listing price on less favorable places	8/9/2021 6:42 PM
262	No	8/9/2021 6:37 PM
263	Inspections and delays in appraisals	8/9/2021 5:45 PM
264	The tight timeline that some sellers/agents are putting on property.	8/9/2021 5:06 PM
265	Low inventory, rising prices, bidding wars.	8/9/2021 5:03 PM
266	n/a	8/9/2021 5:00 PM
267	Knowing there is going to eventually be a crash. And knowing when Buyers come full circle and must sell the over-priced properties they're going to be upside down.	8/9/2021 4:50 PM
268	No	8/9/2021 4:40 PM
269	Good offers being taken over by cash offers and driving the prices up too high. This will crash and crash hard...	8/9/2021 4:29 PM
270	We don't have enough inventory to sell!! And the cost of building has had such a large spoke!	8/9/2021 4:25 PM
271	Not enough single family dwellings to accommodate wage earners.	8/9/2021 4:25 PM
272	Dotloop	8/9/2021 4:20 PM
273	Escalation clauses are terrible. For my listings, I counsel sellers to not entertain offers with escalation clauses and simply ask for the best offer. Don't write escalation clauses into offers, either. Too close to the ethical line for my taste. Note: survey forced me to "answer" questions 3 and 5.	8/9/2021 4:16 PM
274	Lack of inventory	8/9/2021 4:08 PM
275	What is going to happen with real estate prices as inventory is still small?	8/9/2021 3:51 PM
276	Not at this time.	8/9/2021 3:40 PM
277	the city's infrastructure with all the people moving here scares me.	8/9/2021 3:37 PM
278	Lack of inventory	8/9/2021 3:34 PM
279	No	8/9/2021 3:29 PM
280	No	8/9/2021 3:25 PM
281	Lack of inventory and building costs which seem to be staying high slowing the market.	8/9/2021 3:25 PM
282	Foreclosure and eviction moratorium are unnecessary with all the jobs available.	8/9/2021 3:13 PM



## Trends & Issues in Tennessee's Property Markets

283	The market is making it more difficult for first-time buyers	8/9/2021 3:09 PM
284	No	8/9/2021 3:07 PM
285	Losing Dotloop is a major concern. It is the service we use at our company. It performs very well. The association is doing most of the realtors I work with a disservice by getting rid of it.	8/9/2021 3:05 PM
286	Multi offers	8/9/2021 3:01 PM
287	finding prospects	8/9/2021 2:57 PM
288	MANY MAN AGENTS, LESS PROPERTIES	8/9/2021 2:50 PM
289	N/A	8/9/2021 2:49 PM
290	no	8/9/2021 2:46 PM
291	in business 35 years as a Realtor, This market is similar to 08 but the down side will not be as bad as then, I hope	8/9/2021 2:36 PM
292	Just the shortage of inventory for my buyers is causing my retention for buyers due to frustration in the home buying process.	8/9/2021 2:36 PM
293	Realtors accepting listings above market price without doing BPO and having supported data for list price	8/9/2021 2:33 PM
294	nothing to share	8/9/2021 2:33 PM
295	I wish local, State & federal agency permits could be simplified, streamlined into a universal process, and processed in a much more timely manner SO THAT BUYERS DO NOT HAVE TO ASK FOR 180-365 days to allow for due diligence and permitting process. The system is all but broken.	8/9/2021 2:31 PM
296	I practice pt as I hold a ft job, but the pricing is skyrocketed in many areas for housing and worries me that the average person with a minimum wage job or even 2 jobs may never be able to afford the dream of home ownership.	8/9/2021 2:31 PM
297	There's not enough inventory to help buyers that are moving from out of state. The rise in prices has caused homes to be unaffordable to the local populace.	8/9/2021 2:30 PM
298	The housing market is out of control. Out of town/out of state investors are moving into the market and buying cheap real estate with the intention of flipping it (often at a 200% markup) or renting it, further reducing the available houses now and for the foreseeable future.	8/9/2021 2:29 PM
299	These cash buyers know they have an advantage above the rest. My sellers will accept their offer and then the buyer backs out at the inspection for no reason at all, leaving my seller to re list and now people think there is something wrong with the house. Not a fan of these all cash offers right now.	8/9/2021 2:26 PM
300	First time buyers are completely squeezed out of the market. In multiple offer situations sellers are least interested in government backed loans when cash or conventional are offered.	8/9/2021 2:26 PM
301	I feel the continued rising prices will have a negative effect within the next 2-5 years .	8/9/2021 2:25 PM
302	Na	8/9/2021 2:15 PM
303	Nothing keeps me up at night!	8/9/2021 2:15 PM
304	It has been calming down some but prices are still rising and interest rates are not. So it will take more time to feel a relief.	8/9/2021 2:14 PM
305	When is the market going to crash?	8/9/2021 2:11 PM
306	inventory	8/9/2021 2:09 PM
307	It's a tough time for all of us, realtors, buyer and sellers. The biggest problem for me is how fast prices are rising and I have clients who are just being priced out of the market and have to stay in a rental etc.	8/9/2021 2:06 PM
308	I only do residential	8/9/2021 2:02 PM
309	We're killing it!	8/9/2021 2:00 PM



## Trends & Issues in Tennessee's Property Markets

310	No	8/9/2021 1:59 PM
311	I'm concerned about running out of houses to sell. I'm concerned about the government locking us down again. As an owner of rental properties, the eviction moratorium is also a huge concern. Luckily Hamilton Co. judges seem to think the moratorium is not enforceable after the supreme court decision earlier this year.	8/9/2021 1:59 PM
312	How it feels nearly impossible to get good leads!	8/9/2021 1:57 PM
313	No	8/9/2021 1:56 PM
314	No	8/9/2021 1:55 PM
315	No	8/9/2021 1:46 PM
316	Inventory has been my thorn in the side, however the multiple offers are a real issue.	8/9/2021 1:45 PM
317	I love what I do. This is the flow of the market now.	8/9/2021 1:42 PM
318	Please do all you can to keep the Federal Government, the CDC, and their insanity out of the state of Tennessee. We have a robust economy (comparatively) because we have promoted more freedom than some of the other states around us. the CDC's eviction moratorium is a gross violation of the most fundamental Constitutional rights. If there are no property rights, there is no freedom. Please fight tyrannical government over reach.	8/9/2021 1:41 PM
319	N/A	8/9/2021 1:41 PM
320	lack of inventory and skilled contractors	8/9/2021 1:40 PM
321	It is very worrisome to me how many rental companies, both local, out of state and foreign, are buying up residential property. it is contributing to the rising prices, as well as, the low inventory.	8/9/2021 1:36 PM
322	no	8/9/2021 1:32 PM
323	I am primarily a listing agent, and with competitive markets I'm seeing buyers agents get more creative with offers. With that, I'm seeing more and more fall through	8/9/2021 1:28 PM
324	NA	8/9/2021 1:27 PM
325	no	8/9/2021 1:21 PM
326	One area I would love to see change: The property condition exemption policy. Sellers know the conditions even though they have not lived in the home. Landlords & investors know the conditions. Flippers know what the conditions were & what they have done to repair issues. It is so important to have this information disclosed to buyers. I would love to see the exemption from disclosure rule be narrowed down to more specific circumstances so buyers can have more knowledge of what they are purchasing.	8/9/2021 1:19 PM
327	no	8/9/2021 1:15 PM
328	Making sure I am giving my clients the service they need and want.	8/9/2021 1:14 PM
329	Nothing further.	8/9/2021 1:08 PM
330	Appraisals!	8/9/2021 1:06 PM
331	Tight inventory in my immediate area has caused me to expand my area and increase my spending.	8/9/2021 1:03 PM
332	New builders and some brokerages slashing commission percentages.	8/9/2021 1:02 PM
333	Nothing	8/9/2021 1:00 PM
334	Sellers being greedy.	8/9/2021 1:00 PM
335	Competition from institutional buyers.	8/9/2021 1:00 PM
336	My main issue with this market is greed. Buyers are already offering over asking, now they are being asked to cover the difference between the appraisal value and the contract value? I'm also seeing some disturbing realtor comments in the MLS which are making matters worse. One in particular stated that if one wants their offer to be put in front of the line, they should be	8/9/2021 12:59 PM

## Trends & Issues in Tennessee's Property Markets

willing to waive all contingencies including inspections. I am also seeing sellers wanting to maintain possession of the home weeks or even months after closing! This market is very unhealthy for buyers and not very sustainable long term.

337	No thank you	8/9/2021 12:59 PM
338	Consistent level of professionalism throughout our industry	8/9/2021 12:58 PM
339	NA	8/9/2021 12:52 PM
340	B	8/9/2021 12:48 PM
341	I do not have any issues. Write a strong offer and communicate with the other agent and all is well.	8/9/2021 12:45 PM
342	Rising prices and sellers expecting buyers to remove inspection and appraisal contingencies or pay gaps for those-Heartbreaking for folks with limited funds, first time homebuyers and especially those of us representing them!! Laura Z	8/9/2021 12:41 PM
343	Demand for appraisals has doubled my turn time in most instances, which I'm not comfortable with. I want to provide good services to my clients but can't fully do that due to the volume I'm seeing.	8/9/2021 12:41 PM
344	One of my biggest issues to keep in mind when writing offers for my clients is with rising prices, appraisals are sometimes coming up short, so it's important that clients understand that they may need to have more cash to close than just their typical closing costs if this happens. That limits first-time buyers or buyers that don't have a cash reserve.	8/9/2021 12:40 PM
345	The families who are qualified to buy, but cannot due to lack of inventory, a devastating health diagnosis that takes every cent they have, cannot rent because the wages here are too low to qualify at 3x the rent...and all the other factors that are going to contribute to a homeless crises here...like we see on the West Coast.	8/9/2021 12:39 PM
346	Stop with the multiple offer junk. Work the deal.	8/9/2021 12:37 PM
347	Not at the moment	8/9/2021 12:36 PM
348	Na	8/9/2021 12:35 PM
349	Much more worried about bad government policies than I am about Covid 19.	8/9/2021 12:34 PM
350	Things are going smoothly for me!	8/9/2021 12:33 PM
351	If/when the bubble may burst	8/9/2021 12:33 PM
352	It would help if PCD and septic info were mandatorily required with the first mls listing as the buyers NEED to see that before making offers in this fast-paced market. And, we need sellers to be bound by statements their agents make about the dates properties will be shown and offers are due-penalizing sellers for the misrepresentations made by their agents. In effect, require sellers to review and approve mls statements prior to posting. And it would be helpful if local advertising were allowed a bit before mls feeds out so that local on the ground agents and buyers have better footing against out of state buyers—I realize that might affect clear cooperation....but maybe just delay the feed to 3rd part sites?	8/9/2021 12:33 PM
353	Competition with Open Door, Zillow, Redfin and American Homes for rent.	8/9/2021 12:33 PM
354	discount brokerages	8/9/2021 12:33 PM
355	appraisals	8/9/2021 12:33 PM
356	n/a	8/9/2021 12:32 PM
357	Uncertainty of the market	8/9/2021 12:32 PM
358	Nothing	8/9/2021 12:32 PM
359	No inventory for Cients to purchase	8/9/2021 12:32 PM
360	Low inventory, low rates and tons of out of state buyers.	8/9/2021 12:31 PM
361	Lack of availability	8/9/2021 12:30 PM

## Trends & Issues in Tennessee's Property Markets

362	No	8/9/2021 12:30 PM
363	No	8/9/2021 12:29 PM
364	Finding homes for my buyers	8/9/2021 12:27 PM
365	The availability of affordable housing for the first time home buyers.	8/9/2021 12:27 PM
366	There is not.	8/9/2021 12:26 PM
367	No	8/9/2021 12:26 PM
368	Nothing	8/9/2021 12:24 PM
369	Trying to forecast where the market is headed in the next year, 5 years and beyond. Always looking for a sign of shift and wanting to be prepared to move in advance of.	8/9/2021 12:21 PM
370	Inflation .	8/9/2021 12:21 PM
371	not enough inventory; Zillow	8/9/2021 12:20 PM
372	How long the market will be a seller's market, my buyers are feeling discouraged	8/9/2021 12:20 PM
373	Nope	8/9/2021 12:20 PM
374	no	8/9/2021 12:20 PM
375	No	8/9/2021 12:19 PM
376	Wish there was a limit to second home purchases for a bit so first time buyers could have an edge	8/9/2021 12:19 PM
377	Too many agents and not enough inventory. Hard to make money.	8/9/2021 12:18 PM
378	None	8/9/2021 12:18 PM
379	Buyers maybe paying too much. Sales going through without buyers having an independent opinion as to value of property (evaluations vs. Appraisals)	8/9/2021 12:18 PM
380	I see a bubble that's getting ready to be pricked with a pin, and if realtors aren't cognizent of this, they will make it worse by pushing prices on the front end, and misguiding their clients.	8/9/2021 12:18 PM
381	I feel the market is leveling off somewhat. That will help all of the above?	8/9/2021 12:18 PM
382	N/A	8/9/2021 12:18 PM
383	Inventory, rising prices, availability of affordable housing for working class people	8/9/2021 12:18 PM
384	Nothing	8/9/2021 12:17 PM
385	People Moving from out of state	8/9/2021 12:17 PM
386	No	8/9/2021 12:17 PM
387	N/A	8/9/2021 12:15 PM
388	Mainly the crazy offers above asking that are ungodly high.	8/9/2021 12:15 PM
389	Its a tough market	8/9/2021 12:15 PM
390	Availability of lower end inventory.	8/9/2021 12:13 PM
391	The emotions, urgency and stress of working with buyers in the competitive market	8/9/2021 11:42 AM
392	Processes to get land developed on the state level need to move along a little faster. I have had a property that we have been trying to develop for over 6 months now and I think there needs to be better processes and lines of communication available when dealing with that.	8/9/2021 11:23 AM
393	FSBOs are able to sell on their own	8/9/2021 10:42 AM
394	Trying to be the first person to see new listings.	8/9/2021 10:32 AM
395	I am unable to be the agent I have been or want to be because I can't recommend no inspections or appraisals and feel like I represented my client, but that seems to be the need to win bids. Also, lack of communication by listing agents is not helpful. I think real estate as	8/9/2021 9:23 AM

## Trends & Issues in Tennessee's Property Markets

we knew it has gone to the dogs! I am hoping to be representing our profession in the future and not have to cover for the lack of professionalism in others.

396	getting listings	8/9/2021 9:15 AM
397	NA	8/9/2021 9:12 AM
398	nothing else	8/9/2021 9:09 AM
399	.	8/9/2021 7:52 AM
400	Lack of Rental Properties and lack of listings	8/9/2021 7:40 AM
401	Agents 'working' with my clients. We used to have agents that would call you if they were your client. Not anymore. No inventory. Too high of prices for many, many people to afford in this area.	8/9/2021 7:22 AM
402	Finding quality housing for those priced out of the Nashville market	8/9/2021 3:58 AM
403	As a new agent in this crazy market the biggest thing that keeps me up at night is "If my offer is going to get excepted". With the market being so short on inventory and so many people wanting to move to NorthEast TN area, there are just so many buyers making offers. It is so difficult to get a offer excepted.	8/8/2021 11:49 PM
404	It's hardest for my FHA and VA buyers to get into a home in this market. With multiple offers, the conventional loan and cash always seems to win. My FHA buyers are the ones that need a home the most.	8/8/2021 8:49 PM
405	BUYERS	8/8/2021 8:47 PM
406	no	8/8/2021 7:02 PM
407	Rising prices and short inventory will cause the market to cool.	8/8/2021 6:48 PM
408	na	8/8/2021 4:21 PM
409	My cat	8/8/2021 2:05 PM
410	Government attempting to shut down the economy.	8/8/2021 1:25 PM
411	Anti-trust law suits	8/8/2021 11:34 AM
412	Just rolling with the way it is!	8/8/2021 11:11 AM
413	Nothing else to share.	8/8/2021 10:58 AM
414	People are pouring into our state. We don't have enough to sell them!	8/8/2021 10:56 AM
415	None	8/8/2021 10:10 AM
416	The prices of the homes are getting to a ridiculous high and at some point it needs to level out. I would never recommend to over spend on property.	8/8/2021 7:29 AM
417	Appraisals! It would seem if you have 6 above ask offers on a property the market would dictate the price but appraisers are cutting appraisals and refusing to reconsider value.	8/7/2021 11:19 PM
418	When doing a "permanent foundation" on a mobile home, many engineers are interpreting that the blocks the home sits on need to be covered in a fiberglass-reinforced stucco. The blocks are not set up to accept a stucco, it's an incredibly hard process do complete, there are virtually no contractors that will do this work (which has led agents and homeowners to doing it, me included,) and most importantly, it doesn't add any structural safety to the foundation of the property. Calling it a foundation in the first place isn't appropriate, but that's another story. I've installed these with my stepfather, a stone mason of 30 years. Anyway, I don't see in the FHA requirements where this fiberglass stucco is required and I would love engineers to stop requiring it to pass. It's an act of Congress and hurtful to business and homeownership to get this work done.	8/7/2021 9:58 PM
419	just such a low inventory and Buyers who are old wanting to scale down. The price of small houses are way out of price range from a year ago.	8/7/2021 4:05 PM
420	no	8/7/2021 3:46 PM

## Trends & Issues in Tennessee's Property Markets

421	Trying to get buyers in a home they love at a reasonable price.	8/7/2021 3:22 PM
422	People flocking to TN driving pricing up higher than most locals can afford.	8/7/2021 1:29 PM
423	worrying about appraisals	8/7/2021 1:27 PM
424	I sleep generally well	8/7/2021 1:09 PM
425	Motivating buyers to stay positive when there is so much housing competition	8/7/2021 11:46 AM
426	Other agents not responding in a timely matter, or not hardly at all. Inventory is low for certain price points (150k-200)	8/7/2021 11:36 AM
427	All the changes in rules	8/7/2021 11:33 AM
428	High prices and low inventory	8/7/2021 11:28 AM
429	No	8/7/2021 10:09 AM
430	no	8/7/2021 10:06 AM
431	Affordable housing (in a safe area) for that first time buyer or low income buyer. Where is that \$199k starter home for that recent college graduate or single mother or low income earner? There needs to be grants available to developers to help offset development costs so they can offer that \$199k "starter home" in a safe area. I'm not talking about "low income" housing projects. I'm talking about a neighborhood. If that program exists, please share with us!	8/7/2021 10:03 AM
432	Not at this time.	8/7/2021 9:49 AM
433	You covers my main issues	8/7/2021 9:42 AM
434	Competition	8/7/2021 8:59 AM
435	The influx of people moving to Tennessee from other states.	8/7/2021 8:49 AM
436	Losing so many contracts for clients	8/7/2021 6:21 AM
437	lack of clients	8/7/2021 5:46 AM
438	N/a	8/6/2021 11:23 PM
439	N/a	8/6/2021 11:11 PM
440	Down payments, FHA/VA/RD loans getting accepted by sellers	8/6/2021 9:02 PM
441	Multiple offer fight!!	8/6/2021 8:25 PM
442	Buyers are paying to much and will probably be under water in one year. It is more difficult to appraise it than sell it.	8/6/2021 8:01 PM
443	None	8/6/2021 6:59 PM
444	winning offers	8/6/2021 6:52 PM
445	Na	8/6/2021 6:44 PM
446	no thanks	8/6/2021 5:47 PM
447	Sellers choosing cash out of state buyers and not giving the veterans as much of a chance to purchase	8/6/2021 5:43 PM
448	No	8/6/2021 5:18 PM
449	No, thank you.	8/6/2021 5:09 PM
450	Preapproved buyers. With no properties fir them Sellers scared to sell, no where to go	8/6/2021 4:51 PM
451	Buyer's war is hard for new agent like me to coup with	8/6/2021 4:49 PM
452	The dishonest unethical realtors.	8/6/2021 4:31 PM
453	Buyers are dropping out of the market due to frustration with low inventory.	8/6/2021 4:30 PM
454	The constant moratorium is costing owner their properties. There seems to be no protection or coverage except if a tenant is willing to participate in covid-19 relief programs.	8/6/2021 4:26 PM

## Trends & Issues in Tennessee's Property Markets

455	Buyers not being faithful and online real estate brokers that offer very low listing commissions. I sometimes think I am making less than minimum wage.	8/6/2021 4:04 PM
456	no	8/6/2021 4:03 PM
457	I hate seeing all of Middle Tennessee becoming like Nashville, with so many out of staters moving in.	8/6/2021 3:56 PM
458	Paying over appraisal.	8/6/2021 3:51 PM
459	Unethical Agents	8/6/2021 3:38 PM
460	It seems impossible to get certain buyers (for example, those with USDA loans) any homes that aren't mobile homes right now.	8/6/2021 3:26 PM
461	No.	8/6/2021 3:21 PM
462	I have been working mostly with Sellers since this all started. Trying to compare offers and guiding sellers to make the best decision for them. Not accepting "love letters: from Buyers	8/6/2021 3:18 PM
463	Lack of listings.	8/6/2021 3:12 PM
464	Appraisers not held to a timeline, charging more to rush a job and still not meeting deadlines.	8/6/2021 3:03 PM
465	Your questions are spot on	8/6/2021 3:03 PM
466	Misinformation being taught by different educators, keeps me up at night!!	8/6/2021 2:52 PM
467	No	8/6/2021 2:34 PM
468	First time buyers are struggling to enter the market on their approval amount, loan type, and with the inventory options available to their price range.	8/6/2021 2:34 PM
469	Been a strong market and busy time in land and recreational properties. Limited inventory and high prices has been the negative aspects at this time	8/6/2021 2:33 PM
470	N/A	8/6/2021 2:30 PM
471	NONE	8/6/2021 2:27 PM
472	Competition among buyers	8/6/2021 2:25 PM
473	Nope	8/6/2021 2:16 PM
474	Not enough inventory	8/6/2021 2:16 PM
475	It's extremely difficult for buyers who are low on cash to buy a home right now.	8/6/2021 2:04 PM
476	City regulations/codes. Residential pricing too high	8/6/2021 2:01 PM
477	Why do we not have a suitable health insurance for Realtors? I pay \$1200 a month and have a \$1300 deductible for my family. Makes me wonder how NAR is helping my family!	8/6/2021 2:00 PM
478	Some agents getting unethical in this market.	8/6/2021 1:59 PM
479	Appraisals	8/6/2021 1:50 PM
480	n/a	8/6/2021 1:48 PM
481	Lack of licensure of business brokers who still try to sell real estate as part of a business and call it business value.	8/6/2021 1:46 PM
482	n/a	8/6/2021 1:46 PM
483	Inventory	8/6/2021 1:46 PM
484	Anything that causes people not to be able to start their building process NOW (Whether it be lumber prices, delivery of such, Various housing components that are out the roof!)	8/6/2021 1:44 PM
485	Buyers are not as plentiful. Sellers are unrealistic on prices.	8/6/2021 1:42 PM
486	Multiple offer scenarios	8/6/2021 1:41 PM
487	Appraisal issues are a big concern. Properties appraising \$30K under purchase price when you	8/6/2021 1:41 PM

## Trends & Issues in Tennessee's Property Markets

have 10-offers and all are well over the list price creates a problem.

488	Nothing	8/6/2021 1:38 PM
489	Keeping my clients educated on the market influx and letting them know that now is the time with the rates as low as they are. They are afraid that when and if the market goes down that they will loose money on their home.	8/6/2021 1:35 PM
490	Lawyers,....	8/6/2021 1:34 PM
491	lack of inventory and investors with all this cash beating us out. Also, a lot of 1% listing fee for sellers.	8/6/2021 1:31 PM
492	no	8/6/2021 1:31 PM
493	Nothing	8/6/2021 1:22 PM
494	availability and investors taking the opportunity from families that NEED a home	8/6/2021 1:21 PM
495	...	8/6/2021 1:20 PM
496	none	8/6/2021 1:17 PM
497	Ethics as they relate to a crazy market!	8/6/2021 1:09 PM
498	N/A	8/6/2021 1:07 PM
499	no	8/6/2021 1:05 PM
500	Nothing.	8/6/2021 1:03 PM
501	Federal mishandling of Covid and eviction moratorium are big deal for real estate practitioners.	8/6/2021 12:59 PM
502	No	8/6/2021 12:57 PM
503	We need more leadership from associations on agent conduct during these times.	8/6/2021 12:53 PM
504	I question if Zillow will try to erase us as agents.	8/6/2021 12:53 PM
505	Inventory is limited and prices high	8/6/2021 12:51 PM
506	no	8/6/2021 12:48 PM
507	Doesn't keep me up at night, but folks (from TN & out of state) are hyper sensitive to even potential flood issues given 2010's flood. Folks are more emotional about this vs using logic.	8/6/2021 12:48 PM
508	There nothing else I like to share. Nothing keep me up at nights.	8/6/2021 12:46 PM
509	Nope	8/6/2021 12:45 PM
510	No	8/6/2021 12:44 PM
511	Nothing	8/6/2021 12:42 PM
512	nothing	8/6/2021 12:39 PM
513	Rising list prices and rents.	8/6/2021 12:38 PM
514	Lack of inventory and leads	8/6/2021 12:37 PM
515	Nothing	8/6/2021 12:35 PM
516	Seeing if market is going to crash	8/6/2021 12:35 PM
517	Low budget clients who deserve a home but cant compete in today's market.	8/6/2021 12:35 PM
518	I am strongly against the current clear cooperation rules as they are now giving the advantage to those from out of state who have cash. The only in state advantage people had was hearing of something early as they drove through the area and saw a sign. Now that advantage is gone.	8/6/2021 12:34 PM
519	We need more requirements for people wanting to be Realtor. Professional requirements need to be more strict.	8/6/2021 12:34 PM
520	no	8/6/2021 12:33 PM



## Trends & Issues in Tennessee's Property Markets

521	None	8/6/2021 12:33 PM
522	None	8/6/2021 12:30 PM
523	The competition of other buyers is extremely hard to continue in the business with no inventory	8/6/2021 12:30 PM
524	Buyers pausing their home search and wondering if they'll start up again	8/6/2021 12:30 PM
525	No thanks	8/6/2021 12:29 PM
526	N/a	8/6/2021 12:29 PM
527	Inventory and Appraisers Not Held To a Higher Standard and Costing Us Deals For Low Ball Apprasials.	8/6/2021 12:29 PM
528	None	8/6/2021 12:25 PM
529	Nothing in particular just yet.	8/6/2021 12:15 PM
530	Appraisal values	8/6/2021 12:14 PM
531	Realtors not being ethical. I'm seeing and hearing about a lot of shady deals	8/6/2021 12:07 PM
532	Uncertainty of VIRUS handling by state government. Leadership has failed to support vaccines as a positive way to save lives and end the WAVES as they are identified.	8/6/2021 12:02 PM
533	No	8/6/2021 12:00 PM
534	Availability and property prices	8/6/2021 11:59 AM
535	The trend of builders offering reduced commissions to buyers' agents is disappointing, to put it mildly.	8/6/2021 11:53 AM
536	Lack of Lots to build on NO new development	8/6/2021 11:32 AM
537	Multiple offers, and anyone needing financed never seem to win the offers it's all cash buyers.	8/6/2021 11:29 AM
538	Inventory	8/6/2021 11:23 AM
539	Cost of goods and shortage on supplies,	8/6/2021 11:18 AM
540	I hate this housing shortage.	8/6/2021 11:07 AM
541	Inflation and potential impact on interest rates. Also, lack of labor for operating properties.	8/6/2021 10:47 AM
542	Mainly low inventory and increasing home prices.	8/6/2021 10:47 AM
543	no	8/6/2021 10:47 AM
544	..	8/6/2021 10:47 AM
545	Inflation is so ridiculous, the younger generation is never going to be able to afford to invest in home ownership.	8/6/2021 10:46 AM
546	What changes are coming due to the mass migrations happening in the country.	8/6/2021 10:42 AM
547	No	8/6/2021 10:28 AM
548	Appraisals are sometimes not keeping up with current market values.	8/6/2021 10:18 AM
549	NA	8/6/2021 10:17 AM
550	Cash offers beating out my buyers!	8/6/2021 9:53 AM
551	None	8/6/2021 9:49 AM
552	No	8/6/2021 9:46 AM
553	none	8/6/2021 9:46 AM
554	Nothing really.	8/6/2021 9:46 AM
555	Running accurate comps have been a challenge.	8/6/2021 9:44 AM
556	no	8/6/2021 9:40 AM



## Trends & Issues in Tennessee's Property Markets

557	Nothing so far.	8/6/2021 9:26 AM
558	N/A	8/6/2021 9:24 AM
559	NAR needs to reverse course and make some good decisions. Get out of politics and special interest groups. Stick to real estate and whats best for agents.	8/6/2021 9:23 AM
560	County zoning and septic departments are too slow for the level of activity that's happening in Williamson County	8/6/2021 9:17 AM
561	Na	8/6/2021 9:15 AM
562	I choose to be in Real Estate and I enjoy what I do so I don't let myself to stay awake and worry about what I can't control. God is in control.	8/6/2021 9:08 AM
563	First time home buyers cannot compete against investors with cash.	8/6/2021 9:07 AM
564	n/a	8/6/2021 8:56 AM
565	Low inventory and non cash buyers being outbid by cash buyers	8/6/2021 8:46 AM
566	Nothing right now.	8/6/2021 8:33 AM
567	no	8/6/2021 8:29 AM
568	Time constraints, the process is getting longer and that causes more stress.	8/6/2021 8:28 AM
569	The properties that sell and close at a price significantly higher than the appraised value are becoming comparables that represent inflated values for the future.	8/6/2021 8:18 AM
570	I do not have anything to add.	8/6/2021 8:16 AM
571	no	8/6/2021 8:16 AM
572	Out of town buyers bringing in money that is hard for locals to match.	8/6/2021 7:59 AM
573	nope	8/6/2021 7:49 AM
574	Lack of inventory	8/6/2021 7:42 AM
575	A lot of buyers state they are going to wait u til prices drop, but then there will still be a huge demand and a shortage.	8/6/2021 7:29 AM
576	Large teams dominating the market share and the loss of the traditional realtor that gives 100% focus to each client. It's seem more like a transactional process with so many and concern we will loose our value as a personal agent	8/6/2021 7:27 AM
577	trying to keep up	8/6/2021 7:26 AM
578	No	8/6/2021 7:20 AM
579	Tensions are so high because people are competing for all sorts of resources. I worry and plan for social unrest.	8/6/2021 7:14 AM
580	uncertainty in all areas related to RE	8/6/2021 7:03 AM
581	Vaccine status. I'm vaxxed but still mask. I know I've lost at least some business because I follow the science and CDC protocol. On the other hand, my adherence to CDC guidelines has gotten me at least one listing.	8/6/2021 6:59 AM
582	Continuing safety concerns	8/6/2021 6:34 AM
583	Our area needs new housing and currently working with local elected officials to make this happen.	8/6/2021 6:30 AM
584	The inability to get others to execute their tasks on time or sometimes at all to include buyers, sellers, vendors, mortgage banker/broker, and other agents.	8/6/2021 6:29 AM
585	NA	8/6/2021 6:17 AM
586	No	8/6/2021 6:07 AM
587	Where are the houses? I understand hedge fund guys like Blackrock are scooping homes in	8/6/2021 6:06 AM

## Trends & Issues in Tennessee's Property Markets

	bulk but seriously how rich does someone need to get? This is alarming.	
588	N/A	8/6/2021 6:02 AM
589	No. Nothing	8/6/2021 5:54 AM
590	No.	8/6/2021 5:39 AM
591	no	8/6/2021 5:36 AM
592	Nothing	8/6/2021 5:10 AM
593	N/A	8/6/2021 4:57 AM
594	N/A	8/6/2021 4:35 AM
595	Na	8/6/2021 1:56 AM
596	Rising prices - out of control buyers	8/6/2021 1:43 AM
597	None	8/6/2021 12:55 AM
598	No	8/6/2021 12:44 AM
599	Nope	8/6/2021 12:00 AM
600	Unlicensed activity	8/5/2021 11:55 PM
601	Bad leads	8/5/2021 11:50 PM
602	Worrying about losing my clients, due to their offers not getting accepted. Then that affects my income and my ability to support myself.	8/5/2021 11:34 PM
603	Should be illegal for government to force prevention of eviction & no rent payments on private owners Govt should have NO RIGHT to nullify existing binding legal contracts ie rents & mortgages. Renters receiving ANY unemployment or govt funds should have been required to have their rents directly paid to landlords from those funds. If govt can act as an owner of private property & override owners rights I'm no longer interested in providing housing	8/5/2021 11:31 PM
604	Wondering when it will even out....so crazy for buyers right now!!	8/5/2021 11:24 PM
605	Wondering when/if this insane Sellers market will ever ease up/get better/when we will have more inventory or if we will, is the market going to crash again, etc. Very uncertain, unsettling times we are living in.	8/5/2021 11:01 PM
606	Zillow	8/5/2021 10:55 PM
607	The price jump has gotten rid of most of my clients. I worry that they are waiting for the bubble to burst or the market to soften, but I really don't see this improving for years. They may regret not buying now vs the future, and just keep kicking the can down the road. That widens the gap between "normal" folks and the investors/corporations who are able to make the leap, and I worry about my peers and younger generations obtaining homeownership and family/generational wealth.	8/5/2021 10:54 PM
608	.	8/5/2021 10:28 PM
609	Lack of inventory in a certain price range that can qualify for FHA financing in rural areas.	8/5/2021 10:19 PM
610	no	8/5/2021 10:13 PM
611	Covid	8/5/2021 10:12 PM
612	How to solicit more listings.	8/5/2021 9:50 PM
613	Not enough sales	8/5/2021 9:50 PM
614	No	8/5/2021 9:47 PM
615	Where is all the cash coming from? The prices have gone too high too fast, and unlike previous years, there will be no bust or stabling, when the market is saturated with cash... Js	8/5/2021 9:42 PM
616	No	8/5/2021 9:41 PM
617	Fellow agents driving the prices up by refusing to submit offers to sellers in the order received	8/5/2021 9:29 PM

## Trends & Issues in Tennessee's Property Markets

and in a timely manner. Which is not according to the Code of Ethics.

618	n/a	8/5/2021 9:29 PM
619	The growing trend of the association following popular media, spending member paid for resources on social issues - the associations should stick to pure real estate - let the culture work itself out. Property Rights of Owners, protection for agents, aligning TREC and local rules with practice, promote a context of safe selling vs the litigious context we find our selves in now.	8/5/2021 9:28 PM
620	Writing offer after offer for same buyers without going under contract.	8/5/2021 9:11 PM
621	Government messing with things	8/5/2021 9:03 PM
622	No	8/5/2021 8:58 PM
623	No	8/5/2021 8:48 PM
624	That TAR cannot reach agreement with Dotloop. I don't care if they get the forms for free. I've heard both sides of the story and I do not feel that I am being represented by our representatives. I would venture to guess most of the top producers in Chattanooga agree with me. TAR please get it together and make a deal with Dotloop. There are rumblings of a big member backlash. We deserve to have our voices heard.	8/5/2021 8:42 PM
625	No	8/5/2021 8:38 PM
626	Agent credibility. I am hoping newer agents are getting good training and skills to enhance the reputation of the realtor profession and not making a lot mistakes in this challenging market. Bad or sloppy realtors hurt the industry.	8/5/2021 8:34 PM
627	Unethical and/or unresponsive agents just trying to make a buck in this market	8/5/2021 8:33 PM
628	Some buyers are fussing about the higher/over list offers needed to get offer accepted	8/5/2021 8:18 PM
629	No	8/5/2021 8:07 PM
630	N/A	8/5/2021 8:04 PM
631	Development of a culture that believe that high prices is good for Nashville and TN. We only want buyers and renters that can afford very high prices.	8/5/2021 8:00 PM
632	90% of the buyers I'm working with are all cash out of state waiving all contingencies. List price is starting price. What happens if all these people decide to move back from where they came from?	8/5/2021 7:59 PM
633	Nothing I can think of at the moment.	8/5/2021 7:31 PM
634	Big companies buying up available homes to rent out	8/5/2021 7:26 PM
635	It has been hard to find a decent homes for middle and low income earners at their price points. Homes have gone up so much.	8/5/2021 7:14 PM
636	Appraiser shortages and holding transactions hostage forcing us to extend our due dates.	8/5/2021 7:09 PM
637	VA and FHA loans/financing are rarely accepted by sellers I hate that I can't help many veterans as well as many people who need to use fha loans...	8/5/2021 7:07 PM
638	NA	8/5/2021 7:05 PM
639	Homes listed and pended at same time. Contracts failing and list agent does not change status to back on market...just continue the pending status even though it's a different contract. Start showing dates and offer deadlines stated ion MLS brief and then pended before the specified start. showing date and/or offer deadline. Listing history frequently inaccurate. Little being done to stop infractions.	8/5/2021 7:02 PM
640	Lack of inventory and cash buyers coming in from Cal making offers \$30k to 100K over list	8/5/2021 7:00 PM
641	The issues above!	8/5/2021 6:57 PM
642	The rising numbers from the delta variant	8/5/2021 6:54 PM
643	Na	8/5/2021 6:52 PM

## Trends & Issues in Tennessee's Property Markets

644	The collapse of the country keeps me awake at night.	8/5/2021 6:51 PM
645	Uncertainty of regulations as it relates to government and 'mandates.'	8/5/2021 6:40 PM
646	NA	8/5/2021 6:11 PM
647	No homes for my buyers	8/5/2021 6:08 PM
648	I have found that finding a house for a client is not easy but with a little work something always comes up. Worrying about family health keeps me up at night	8/5/2021 6:06 PM
649	N/a	8/5/2021 6:04 PM
650	Having a hard time working with local buyers. To many out-of-state buyers with cash on hand.	8/5/2021 5:59 PM
651	NA	8/5/2021 5:52 PM
652	Challenges for our first time home buyers	8/5/2021 5:51 PM
653	N/A	8/5/2021 5:49 PM
654	n/a	8/5/2021 5:34 PM
655	None	8/5/2021 5:31 PM
656	Rising prices and low inventory makes competition tight.	8/5/2021 5:30 PM
657	Rising prices	8/5/2021 5:27 PM
658	Very difficult to win a contract.	8/5/2021 5:26 PM
659	No	8/5/2021 5:24 PM
660	Low inventory	8/5/2021 5:18 PM
661	The fact that people are waiving all sorts of due diligence to get in a house. i see lawsuits abound coming down the pike, also writing offers 300-400K over asking is just messing up everything for everyone. pricing out the locals that have made this city what it is	8/5/2021 5:18 PM
662	n/a	8/5/2021 5:17 PM
663	Silicone Valley Pseudo Brokers. Also companies that bypass and thumb their nose at Real Estate rules and regulations.	8/5/2021 5:17 PM
664	Everything is online which is great. However, with the fear of hacking, etc. clients are afraid of people they meet on line.	8/5/2021 5:17 PM
665	We work very hard to provide our clients with the best service to get them the most and protect their interests. It is discouraging to see these companies coming in and buying properties under market by advertising no showings, commissions, etc. The issue is Realtors that are lowering the commission being offered to buyers brokers.	8/5/2021 5:17 PM
666	no	8/5/2021 5:16 PM
667	Nothing	8/5/2021 5:15 PM
668	Not being able to provide my buyers with affordable housing.	8/5/2021 5:10 PM
669	N/A	8/5/2021 5:08 PM
670	No, not really	8/5/2021 4:59 PM
671	I've barely worked in 7 months because there's nothing on the market and what does become available is snapped up almost immediately for over asking price by investors.	8/5/2021 4:57 PM
672	Multiple offers.	8/5/2021 4:56 PM
673	My first time home buyers don't have the cash to compete with other buyers.	8/5/2021 4:55 PM
674	I wish we had a form for agents that allowed us to disclose our visual inspection of a property. I feel like our PSA does not protect Realtors.	8/5/2021 4:55 PM
675	no	8/5/2021 4:54 PM

## Trends & Issues in Tennessee's Property Markets

676	rentals are difficult to come by. I have buyers who are building and need a place to live while they sell/build.	8/5/2021 4:52 PM
677	No	8/5/2021 4:50 PM
678	prices	8/5/2021 4:50 PM
679	Realtors not following the rules	8/5/2021 4:44 PM
680	Low inventory/high prices	8/5/2021 4:39 PM
681	Sharing leads (REALTRACS) with other entities. I'm upset that TAR didn't do more to keep it just for realtors not cooperate giants.	8/5/2021 4:37 PM
682	Low inventory and a large number of buyers is making things tougher but more inventory seems to be coming online.	8/5/2021 4:36 PM
683	None	8/5/2021 4:34 PM
684	The most impactful issue has been the lack of product.	8/5/2021 4:31 PM
685	Inventory & prices.	8/5/2021 4:24 PM
686	No	8/5/2021 4:22 PM
687	Having a stronger, but not too strong, supply of houses to sell.	8/5/2021 4:22 PM
688	I have buyer's and seller's alike that are worried whether we are in a bubble or not. Will this bubble break, if we are in one. I have investors that are getting worried about our country's decision to extend the moratorium. It's time for us to begin to adjust to the world around us.	8/5/2021 4:15 PM
689	I worry a little about a reduction in the perceived value of a good Realtor (through marketing of internet services among other things) and how listing agents are more often reducing commission to buyers' agents while buyer's agents are performing the most difficult tasks in the market right now and listing agents have never had it easier. thank you.	8/5/2021 4:13 PM
690	I think many realtors are mis-using rules to their advantage...for example there have been several coming soon no showings, which go under contract before a showing can be scheduled...is this the nest way to represent sellers?	8/5/2021 4:12 PM
691	Low Inventory, building Costs and Federal Gov..	8/5/2021 4:12 PM
692	Low inventory for my buyers. I feel like they have to settle on a property even though it might not be what they want because otherwise they will have nothing!	8/5/2021 4:12 PM
693	Yes, setting a deadline for offers is essentially an auction which real estate agents are not allowed to do. And when an agent refuses to even present an offer is submitted prior to the deadline in order to illicit a response before the "cattle call" is flat out a violation of their fiduciary responsibility. IF a listing agent is allowed to call all offers in (auction) and then choose one from dozens of offers than a buyers agent should be allowed to place offers on multiple homes and then pick which accepted offer they like best. That would partially level the playing field. Also, something needs to be done about cash offers, especially from investors who aren't purchasing a home to live in at the expense of a conventional buyer that needs (and cannot "win") a home to live in. Investors with more than a certain number of single family homes in a portfolios should be limited to purchasing multi-unit buildings.	8/5/2021 4:10 PM
694	Rental property	8/5/2021 4:10 PM
695	Tight inventories make for very frustrated buyers.	8/5/2021 4:06 PM
696	No	8/5/2021 4:06 PM
697	Competing in tight market	8/5/2021 4:03 PM
698	N/a	8/5/2021 4:02 PM
699	Need better paying jobs to support the qualifications for loans so more buyers can purchase property.	8/5/2021 4:02 PM
700	N/A	8/5/2021 4:00 PM
701	inventory and pricing	8/5/2021 4:00 PM

## Trends & Issues in Tennessee's Property Markets

702	Agent behavior	8/5/2021 3:59 PM
703	Having a hard time making sells with lack of inventory	8/5/2021 3:59 PM
704	None	8/5/2021 3:58 PM
705	Agent doing coming soon and already showing property before its Active	8/5/2021 3:56 PM
706	Nothing	8/5/2021 3:52 PM
707	n/a	8/5/2021 3:50 PM
708	Lack of appraisal uniformity. Cost of building materials like windows. This market is setting us up for a big drop. The house that was worth \$125 a sqft 16 months ago shouldn't go to \$200 a sqft overnight. When the music stops some folks are going to be left without a chair to sit in.	8/5/2021 3:49 PM
709	Biden	8/5/2021 3:48 PM
710	Wondering if/when the market will level out or crash.	8/5/2021 3:47 PM
711	All is good..	8/5/2021 3:45 PM
712	NA	8/5/2021 3:45 PM
713	Lack of properties available. Loss of time on new builds due to the cost of materials furthering the problem of low inventories. Unrealistic price increases that I fear will not be sustainable.	8/5/2021 3:45 PM
714	Na	8/5/2021 3:44 PM
715	No	8/5/2021 3:42 PM
716	No questions about the National Association of Realtors ? That's what is messing with our buisness and their liberal policies and mis using member monies. Why don't you figure out how to get us out of that and still be members of Tennesse Association of Realtors	8/5/2021 3:41 PM
717	I have tons of buyers who are waiting on the sidelines for prices to come down or inventory to open up. Could have doubled my business if we had inventory. People are sick of the prices, the bidding wars, etc. we need homes, not town homes, not condos, homes. With a yard. Not huge homes and not huge yards. The millennial generation can't even buy in the town they grew up in. Don't know how to fix this issues but somehow we've got to get land developed quickly and for less price so we can homes in the \$300 price range. Not \$500 and up. And on a side note, who voted to make the CDC king of real estate contracts? How on Earth do they have power over leasing/rental contracts?! This is outrageous and must stop immediately!	8/5/2021 3:38 PM
718	Dealing with the general public.	8/5/2021 3:37 PM
719	No	8/5/2021 3:36 PM
720	I am not losing sleep. Ethics of Realtors * Lack of follow up on property status change * Not submitting offers to Sellers * Broker consenting to unethical behavior and not following up regarding matters. *Realtors Coaxing seller to accept only Conventional loans instead of FHA and VA or Government loan types. * Asking for highest and Best instead Best & Final.	8/5/2021 3:34 PM
721	With properties going so fast, it is hard to keep up with work life balance.	8/5/2021 3:32 PM
722	The lack of cooperation of agents allowing us to show their listings. The MLS is not accurate and agents are getting greedy!!!!	8/5/2021 3:28 PM
723	There needs to be a more varied Types of properties offered by the builders. If the baby boomers are the ones holding the most properties we need to have an alternative housing type for the empty nester that is not currently being offered. With a senior housing product aimed at the empty retired nester other than congregate housing that may also loosen up some of the government restrictions.	8/5/2021 3:26 PM
724	How to find my buyers a decent home without paying way over appraisal	8/5/2021 3:23 PM
725	Large Wall Street-backed portfolios buying up inventory Large corporate entities working to digitize every aspect of a real estate transaction.	8/5/2021 3:23 PM
726	Construction material prices...	8/5/2021 3:22 PM
727	Too much politics in the local and state associations. Along with good ole boys and girls	8/5/2021 3:21 PM

## Trends & Issues in Tennessee's Property Markets

	networks. Additionally too many people with personal agendas.	
728	n/a	8/5/2021 3:19 PM
729	NOOSTRs and investment properties are going to cause irreparable harm to Nashville and the surrounding areas and the city needs to de-incentivize them.	8/5/2021 3:14 PM
730	The cost and scarcity of building materials for new construction homes.	8/5/2021 3:14 PM
731	I can't get any of my financed buyers under contract. The issue isn't the financing; it's the appraisal. I wish there were other solutions around low appraisals so financed buyers could even get into a home.	8/5/2021 3:12 PM
732	Inventory	8/5/2021 3:11 PM
733	Our local residents are having difficulty with rising sale prices because of buyers from higher grossing states buying available property at or above asking.	8/5/2021 3:11 PM
734	Lack of housing and high cost of building.	8/5/2021 3:09 PM
735	Making sure that appraisers are using accurate comps in the neighborhood!	8/5/2021 3:08 PM
736	Wish there was more inventory.	8/5/2021 3:07 PM
737	Zillow and major companies effect on the industry	8/5/2021 3:06 PM
738	Influx of people not enough housing Rental and Owner	8/5/2021 3:05 PM
739	no	8/5/2021 3:05 PM
740	No	8/5/2021 3:03 PM
741	Multiple offers for overpriced houses.	8/5/2021 3:03 PM
742	Rising prices worry me most as it relates to the overall affordability issue. I am concerned that there will be a rise in evictions and homelessness in areas that have not experienced these issues in the past.	8/5/2021 3:00 PM
743	The low inventory and high prices make it extremely hard for buyers to find homes	8/5/2021 2:59 PM
744	unrealistically high prices will create another crash	8/5/2021 2:59 PM
745	Low inventory is the biggest issue for me.	8/5/2021 2:57 PM
746	none	8/5/2021 2:57 PM
747	No	8/5/2021 2:56 PM
748	Out of state buyers over bidding against Tennessean who are needing to but a home.	8/5/2021 2:55 PM
749	News that dotloop hasn't paid their fees in 7yrs was quite concerning-	8/5/2021 2:55 PM
750	No thank you	8/5/2021 2:52 PM
751	low inventory	8/5/2021 2:51 PM
752	None	8/5/2021 2:49 PM
753	Need inventory	8/5/2021 2:47 PM
754	Buyer fatigue - so many buyers can't keep paying out of pocket over appraised value cash.	8/5/2021 2:45 PM
755	Rising costs	8/5/2021 2:45 PM
756	Getting FHA buyers under contract	8/5/2021 2:44 PM
757	Pricing is so hard to do right now	8/5/2021 2:44 PM
758	No	8/5/2021 2:43 PM
759	none	8/5/2021 2:43 PM
760	affordable housing unavailability	8/5/2021 2:43 PM
761	Nothing about real estate keeps me up at night. I value relationships more than transactions.	8/5/2021 2:41 PM



## Trends & Issues in Tennessee's Property Markets

As a results I've always got deals going on.

762	N/A	8/5/2021 2:41 PM
763	My first time home buyers (which are the bulk of my business) are just giving up. I feel horrible for them. Due to the high prices and lack of inventory they are decided to wait. Ive have been in the business for 11 years now and have NEVER seen anything like this. Not only has it affected my buyers, but it has affected me in detriment as well. This was one of my worst years ever. Great if you have listings. Not so good if you work lead generation for buyers. Hoping for a more balanced market SOON	8/5/2021 2:38 PM
764	Underwriters dragging their feet.	8/5/2021 2:38 PM
765	The hedge funds buying all of the investment property and pricing out the smaller investors on which our business is built.	8/5/2021 2:38 PM
766	No	8/5/2021 2:38 PM
767	Nope	8/5/2021 2:38 PM
768	Hoping Bottom does not fall out of Values, since Buyers are paying much more than asking price.	8/5/2021 2:37 PM
769	Not really. It is just crazy out there	8/5/2021 2:36 PM
770	N/A	8/5/2021 2:34 PM
771	No	8/5/2021 2:34 PM
772	Na	8/5/2021 2:33 PM
773	Very low inventory	8/5/2021 2:32 PM
774	Repossession of houses	8/5/2021 2:32 PM
775	n/a	8/5/2021 2:30 PM
776	The prices keep going up	8/5/2021 2:29 PM
777	I have been in several multiple offer situations and I would say the majority of the Listing Agents have not handled the offers in a professional manner. It is very discouraging.	8/5/2021 2:29 PM
778	Buyers are holding off on buying and think that there is a bubble and prices will go down. In our market I don't think that will happen. Lack of affordable inventory also, first time buyers, single people are almost priced out of our market.	8/5/2021 2:28 PM
779	nope	8/5/2021 2:27 PM
780	Buyers being discouraged by multiple offers and choosing to delay home purchase.	8/5/2021 2:26 PM
781	NA	8/5/2021 2:26 PM
782	Tight inventory, affordable housing	8/5/2021 2:25 PM
783	Lack of inventory of affordable housing for first time buyers, and no building affordable housing for first time buyers, also I work with buyers who cannot afford the rising home prices in crime free areas.	8/5/2021 2:25 PM
784	none	8/5/2021 2:24 PM
785	no inventory and too many multiple offers	8/5/2021 2:23 PM
786	Very difficult for local buyers to compete with high prices and so much cash in the marketplace.	8/5/2021 2:23 PM
787	appraisals taking so long.	8/5/2021 2:22 PM
788	No	8/5/2021 2:21 PM
789	We're a very spread out Market	8/5/2021 2:20 PM
790	CDC eviction moratorium is not legal! CDC has no authority for this.	8/5/2021 2:19 PM
791	.	8/5/2021 2:18 PM



## Trends & Issues in Tennessee's Property Markets

792	Our terrible, ineffective, and corrupt state leadership.	8/5/2021 2:16 PM
793	Shortage of homes and over asking cash offers	8/5/2021 2:15 PM
794	Seeing more and more poorly trained agents.	8/5/2021 2:15 PM
795	Not enough inventory for \$200,000 and under. 1st time Home Buyers	8/5/2021 2:15 PM
796	The constant costs involved to be an agent is frustrating and it's no wonder new agents give up. Additionally, the ever changing rules, regulations and fines make you afraid to do anything. I have no plans of breaking rules and want to do everything right, but the fear of doing something unintentionally is scary.	8/5/2021 2:14 PM
797	Cell Service and internet service at properties	8/5/2021 2:13 PM
798	For Davidson County, many middle/lower income families/service providers are priced out of the market requiring them to move to outlying counties, and then they have to commute an hour each way to work taking time away from their families. And employers in Davidson County wonder why they can't find employees.	8/5/2021 2:13 PM
799	nothing	8/5/2021 2:12 PM
800	Lack of inventory	8/5/2021 2:12 PM
801	NA	8/5/2021 2:08 PM
802	Concerned about housing for the poor and the potential for homelessness among single-parent households.	8/5/2021 2:07 PM
803	No	8/5/2021 2:06 PM
804	The what "if" factors that are boundless	8/5/2021 2:06 PM
805	Out of state cash buyers creating an affordability issue for local first time home buyers. Investors snatch up inventory to rent.	8/5/2021 2:05 PM
806	No	8/5/2021 2:04 PM
807	No	8/5/2021 2:04 PM
808	List for Less Realtors allowing FSBOs in our MLS systems. If a Seller has access to our MLS systems they should be represented by an Agent.	8/5/2021 2:03 PM
809	Not at the moment	8/5/2021 2:03 PM
810	My SOI and clients are heavily concerned with lockdowns & restrictions, supply & demand of materials for housing, and jobs... So many jobs available, and no one wanting to work them. It is effecting the way the construction industry handles their work load and clients. I speak from experience, as I also co-own a small electrical company struggling to keep up with the demand of work and lack of laborers.	8/5/2021 2:03 PM
811	Buyers buying without inspections, no appraisals and paying way over list price.	8/5/2021 2:03 PM
812	UNETHICAL REALTORS	8/5/2021 2:01 PM
813	no	8/5/2021 2:01 PM
814	Just keeping up keeps me up at night!	8/5/2021 2:00 PM
815	Nothing my business is solid, even if my business is the only profession with too many "workers"	8/5/2021 1:59 PM
816	None	8/5/2021 1:58 PM
817	nothing	8/5/2021 1:56 PM
818	Basic housing prices have increased so much that workforce housing purchases are impractical. Lumber prices have dramatically increased while logging prices on the stump have not seen ANY increases. Somebody is getting rich in the middle and it's killing the new housing market. Aren't there laws against price gouging?	8/5/2021 1:55 PM
819	CDC's federal eviction moratorium is causing my investors to go bankrupt. Investors stop	8/5/2021 1:54 PM

## Trends & Issues in Tennessee's Property Markets

	buying due to lose of rent income, I lose sales.	
820	No	8/5/2021 1:54 PM
821	lack of people wanting to work.	8/5/2021 1:53 PM
822	no	8/5/2021 1:53 PM
823	What keeps me up at night is the lack of inventory and ability to compete as a first time home buyer. First time home buyers are being pushed out of the market and barely have a chance to succeed at winning bids.	8/5/2021 1:53 PM
824	No	8/5/2021 1:53 PM
825	Not that you can fix!	8/5/2021 1:53 PM
826	Housing prices need to come down. Investors need to be regulated so there can be more homeownership for owner occupied homes	8/5/2021 1:53 PM
827	Mainly inventory as people are looking for homes and no homes are available. Price increases too	8/5/2021 1:52 PM
828	mainly it is the lack of inventory.	8/5/2021 1:52 PM
829	no	8/5/2021 1:51 PM
830	Nope	8/5/2021 1:50 PM
831	Inflation	8/5/2021 1:50 PM
832	My biggest concern is finding people a place they can live in and afford. The lack of wanted/needed inventory leaves me with qualified renters/buyers and no place they like or can afford.	8/5/2021 1:50 PM
833	Low inventory	8/5/2021 1:49 PM
834	no	8/5/2021 1:48 PM
835	Very low inventory in most segments. Often properties are going for more than list with multiple buyers.	8/5/2021 1:48 PM
836	Outside buyers are pushing prices higher and bringing cash which is displacing local buyers who have to finance. Unemployment benefits are killing local small businesses due to not being able to find employees. No evictions are putting local rental owners out of business as well.	8/5/2021 1:48 PM
837	The potential of another shutdown and buyers/investors halting.	8/5/2021 1:47 PM
838	Competing with all cash offers. It's hard for regular buyers getting loans to compete with over asking cash offers. Many of my buyers have given up this year.	8/5/2021 1:47 PM
839	I worry about the possibility of an increase in interest rates, further supply chain disruption, tightening inventory, future inflation, and potential Covid lockdowns.	8/5/2021 1:47 PM
840	Finding buyers properties, especially those who do not have down payment and need DPA but don't have the scores to qualify, especially in Arkansas.	8/5/2021 1:46 PM
841	The never ending ridiculously rising prices!!! We are completely pricing first time homebuyers out of the market! And they will struggle to pay the ridiculous lease rates!	8/5/2021 1:45 PM
842	Lack of property to sell or rent for new people moving to our area. Many people transferring into our town are having to locate out of our town to find any place to live	8/5/2021 1:45 PM
843	Bidding wars are a nightmare for my buyers	8/5/2021 1:44 PM
844	None	8/5/2021 1:44 PM
845	No	8/5/2021 1:43 PM
846	Eager to see how historic areas continue to be revitalized!	8/5/2021 1:43 PM
847	Inventory	8/5/2021 1:42 PM

## Trends & Issues in Tennessee's Property Markets

848	none	8/5/2021 1:42 PM
849	Turn around time for appraisals, incorrect appraisals that haven't kept up with the market.	8/5/2021 1:41 PM
850	UNMONITERED AGENTS, POOR AGENT ETHICS	8/5/2021 1:41 PM
851	Appraisals coming in too low, no inventory buyer's being frustrated	8/5/2021 1:40 PM
852	N/A	8/5/2021 1:39 PM
853	Buyer's who really need the help with Veterans, FHA and USDA 1st time buyers are getting beat out because of cash and over priced inventory, locals who really need a home and help, can not buy because of cash out of state buyers and investors.	8/5/2021 1:39 PM
854	We are absorbing more people than the infrastructure can absorb. IMPACT FEES are no words that developers like, but they are needed to offset the impact of the growth.	8/5/2021 1:39 PM
855	no	8/5/2021 1:37 PM
856	..	8/5/2021 1:37 PM
857	Realtor's holding offers, or saying sellers holding offers to see if they can get more for the property. It should be a limit to time as to how long a seller can take offers. Not waiting 7-10 days before a decision is made on which offer they are taking.	8/5/2021 1:36 PM
858	Cost of materials for investors and builders, the current policy of the federals government is providing incentives for people not to work and everything is going up in price.	8/5/2021 1:36 PM
859	Nothing business is great!!!	8/5/2021 1:35 PM
860	Not at this time	8/5/2021 1:34 PM
861	No	8/5/2021 1:34 PM
862	The high prices, short inventory and when will the market flip!	8/5/2021 1:33 PM
863	NA	8/5/2021 1:33 PM
864	Houses selling to fast at ridiculous prices	8/5/2021 1:33 PM
865	Buyers/sellers being difficult!!	8/5/2021 1:33 PM
866	I think properly management and real estate have very different goals and NAR should handle sales and NARPM should handle property management	8/5/2021 1:33 PM
867	no	8/5/2021 1:33 PM
868	I sleep well at night	8/5/2021 1:33 PM
869	Need for more sellers.	8/5/2021 1:33 PM
870	Finding clients	8/5/2021 1:32 PM
871	PLEASE DON'T STOP DOTLOOP. YOU GUYS ARE KILLING US.	8/5/2021 1:32 PM
872	nothing	8/5/2021 1:32 PM
873	No	8/5/2021 1:32 PM
874	The entrance of big firms into the real estate market both as buyers and competitors to agents has had an adverse effect on home buyers(especially first time buyers) and on agents. They are squeezing both out of the market and that will not be good for consumers in the end. Building wealth through owning real estate could soon become a thing of the past	8/5/2021 1:31 PM
875	.	8/5/2021 1:31 PM
876	Inflation	8/5/2021 1:30 PM
877	In areas where inventory is extremely low and the buyer pool is large, normal people seeking to finance property are losing contracts to cash buyers. It's almost like normal people cant afford to buy a property.	8/5/2021 1:30 PM
878	The value of downtown commercial properties will eventually impact the property tax for residential obes even in suburbs, this will need some attention	8/5/2021 1:30 PM

## Trends & Issues in Tennessee's Property Markets

879	In the Knoxville I feel the biggest challenge is needless regulation enacted by the KAAR. Wow, some really needless and silly things being thrown at us.	8/5/2021 1:29 PM
880	No	8/5/2021 1:29 PM
881	Closing on time due to inspections and appraisals getting completed and back in time.	8/5/2021 1:28 PM
882	Getting more clients	8/5/2021 1:25 PM
883	No issues	8/5/2021 1:25 PM
884	Foreclosure/eviction moratorium must stop!	8/5/2021 1:22 PM
885	zillow and discounters taking over my job	8/5/2021 1:21 PM
886	.	8/5/2021 1:20 PM
887	Lack of affordable housing	8/5/2021 1:18 PM
888	None	8/5/2021 1:18 PM
889	Zillow selling real estate	8/5/2021 1:18 PM
890	Wondering where my next lead is coming from	8/5/2021 1:18 PM
891	Please do not make us lose Dotloop. It is by far the best and most user friendly real estate transaction software. Or send out a survey to us about that and see how many of the top 20% of agents use dotloop vs any other.	8/5/2021 1:18 PM
892	Touch market	8/5/2021 1:17 PM
893	Nothing else	8/5/2021 1:16 PM
894	I do a lot of REO business and this new extension of the eviction moratorium is just another blow to my business	8/5/2021 1:16 PM
895	no	8/5/2021 1:16 PM
896	inventory, inventory, inventory	8/5/2021 1:16 PM
897	NO	8/5/2021 1:16 PM
898	None	8/5/2021 1:15 PM
899	Influx of out of state buyers making ludicrous offers hurting buying power of locals and first time buyers.	8/5/2021 1:15 PM
900	The influx of people moving in cash heavy has made it difficult to help buyers	8/5/2021 1:15 PM
901	Not being able to advertise a coming soon on a project investors are currently working on. Often times a buyer's agent will approach investors as they see that investor working on a property. We can't get a listing agreement signed unless it's 14 days prior to that listing going active. Luckily my investors are loyal to me but I know several agents that work with investors that are getting cut out of the deal because they're not allowed to put a sign in the yard or have a listing agreement signed until 14 days prior to an active listing. It's almost impossible to know when that property is going to be ready to go to market because of all the delays that we've had with covid on materials, getting the city inspectors to come out and give a CO, etc. Why can we not get an agreement signed while work is being conducted on the flip? Investors have the best intentions on giving you a date of completion but often they cannot complete the project as soon as they had estimated. So if we have a project with a 14 day coming soon but the city final inspection gets delayed for any reason we now have to go temporarily off market. This creates an issue for an agent that thought the property was almost ready for market but now it's been delayed and the agent had already made plans for travel, scheduled the photographer, schedule the stager, or starting any type of marketing. When I first started my re career we were taught to take a sign to the listing appointment but now you can't place that sign until the house is ready to be listed for fear of a fine. I closed over 100 deals last year and had to make so many unnecessary trips back to the home just to place the sign or update the listing agreement. With as fast as the market is moving right now who has the time to make multiple trips to a property when everything could have been done the day you went to your listing appointment. Another issue is if you do a coming soon that goes pending prior to the listing becoming active several agent get very upset because they can't show that property	8/5/2021 1:14 PM

## Trends & Issues in Tennessee's Property Markets

prior to it being active. I understand that we have a tremendous amount of buyers buying site unseen but the coming soon does nothing but create an unfair advantage for the people that are willing to buy sight unseen and not for those that aren't comfortable enough to buy without seeing the property. Buyers agents have a very limited amount of time to schedule showings and to plan property tours. They Bank on the fact that a coming soon will not go pending before it's active. The coming soon rules do nothing more than create another set of unnecessary issues for all parties. I cannot tell you how many sellers that I have personally had that complained because of coming soon they have more people that randomly walk up to their house off the street and try to get in before it's active for feat the property will go to the site unseen buyer. DO AWAY WITH COMING SOON.

902	There are not enough appraisers. And the appraisers are overloaded and taking 15 to 30 days after the due date to turn in appraisals. The price for an appraiser is currently double from what it was.	8/5/2021 1:14 PM
903	N/A	8/5/2021 1:14 PM
904	The biggest trend right now is the out of state, cash buyers. They are beating out anyone with financing. Also, Coming Soons are not done correctly by agents. Our real estate practices have become more of an auctioning block than how residential real estate should be. I've been a full-time agent for 26 years in the Greater Nashville area. I wish TREC would be more vigilant about how Realtors are conducting business. It's just terrible!	8/5/2021 1:14 PM
905	I have buyers but no houses. When a house does come on the market, the multi-offers are crazy and way over list price.	8/5/2021 1:14 PM
906	No	8/5/2021 1:13 PM
907	Market has been good, but the most concerning to me is the increasing prices are going to price some folks out of the market	8/5/2021 1:13 PM
908	Appraisers that are price gauging to go back to a property a second time to re inspect when it was not a necessity. Concerns as appraisers will not allow for apprenticeships so only a handful exist and dominate the industry. Concerns about Realtor/Brokers holding a appraisal liscense and having inside information owning thier own real estate companies as it should be a conflict of interest and non allowed but is happening here. Concern about upcoming foreclosures when the rules applied during covid are lifted.	8/5/2021 1:12 PM
909	No	8/5/2021 1:12 PM
910	Affordable housing. I could not buy in this market. What will my children do?	8/5/2021 1:11 PM
911	Time it takes for infrastructure to catch up with new development.	8/5/2021 1:11 PM
912	Shut downs and mask mandates. Stop them!	8/5/2021 1:11 PM
913	We need the dotloop contract to negotiated so we don't lose access!!!!	8/5/2021 1:10 PM
914	Everyone thinking we are in a repeat of 2006 and 2007	8/5/2021 1:10 PM
915	No inventory	8/5/2021 1:10 PM
916	None	8/5/2021 1:10 PM
917	Lack of inventory for normal residential sales and lack oof and competition for foreclosure properties to buy and flip	8/5/2021 1:10 PM
918	Outside investors	8/5/2021 1:10 PM
919	The government should stay out of the real estate industry	8/5/2021 1:08 PM
920	None	8/5/2021 1:07 PM
921	None	8/5/2021 1:07 PM
922	Not enough residential property listings to meet the demand right now.	8/5/2021 1:06 PM
923	Our city's infrastructure is not able to handle the growth. Sewage capacity max, local waste management max. City/county can't process development requests in less than 18 mo. Material shortages are taking 6 month builds to 9+ months.	8/5/2021 1:06 PM
924	Concern the market and economy will decline due to the new strain of covid. Fear another	8/5/2021 1:05 PM

## Trends & Issues in Tennessee's Property Markets

	shutdown.	
925	The lack of inventory and the shrinking of the buyer pool.	8/5/2021 1:05 PM
926	Short Term Rental regulation in Nashville	8/5/2021 1:04 PM
927	You guys killing our dotloop	8/5/2021 1:04 PM
928	no	8/5/2021 1:04 PM
929	Astounding amount of realtors who are ill-equipped to do their job, i.e., don't fill out paperwork, don't put it on MLS, don't fill out MLS, don't put decent pics, don't give information and go MIA and then offer paltry compensation to the buyer's broker on top of everything else. A listing should not be allowed to go live if it's not filled out and docs are not attached. And there should be more training required than 2 weeks. The trend in lower commission is also worrying me.	8/5/2021 1:02 PM
930	the new construction sale details not given in MLS after contract is set	8/5/2021 1:01 PM
931	Clients fear of the current market keeps me up at night. In my own sphere I've seen a downward trend in the market. Year to date I've done about 2.5million in production. About a month ago nearly all my buyer clients got pushed out of the market due to the need for expendable cash. This was after an exhausting season of writing countless offers, a lot of them being beat out by cash buyers and investors. My buyers ended up renting and plan to buy next year. Other clients who would typically buy or sell have made plans to make the move next year. I'm curious to see how the market will react moving forward and how that will impact my business.	8/5/2021 1:01 PM
932	The wages that folks in ET make do not reflect current real estate prices.	8/5/2021 1:00 PM
933	No	8/5/2021 1:00 PM
934	NA	8/5/2021 1:00 PM
935	The fact that there are more agents than homes for sale in the country right now. Yikes.	8/5/2021 12:59 PM
936	Fluctuating, unpredictable market coming up...	8/5/2021 12:59 PM
937	Securing offers to buy for my clients.	8/5/2021 12:59 PM
938	Thank you for this survey.	8/5/2021 12:59 PM
939	Nothing	8/5/2021 12:59 PM
940	The rush to get properties under contract, and contracts accepted.	8/5/2021 12:59 PM
941	Pricing out middle class buyers	8/5/2021 12:59 PM
942	Technology in our industry	8/5/2021 12:58 PM
943	Inventory and rising prices	8/5/2021 12:58 PM
944	No.	8/5/2021 12:57 PM
945	Wondering how real estate in the Nashville are will be in the next two years, compared to the rest of the country.	8/5/2021 12:57 PM
946	N/A	8/5/2021 12:57 PM
947	Just wish there was more inventory, so less buyers would be disappointed repeatedly.	8/5/2021 12:57 PM
948	Working with a builder, future lockdowns as well as the strain on the supply chain again. We are just starting to see our supplies coming in on a fairly regular basis and another lockdown could greatly effect this.	8/5/2021 12:56 PM
949	I often hear, "I want to wait until the market cools down..."	8/5/2021 12:56 PM
950	Will there be a market correction? Are we setting our buyers up for financial failure if there is a market correction?	8/5/2021 12:56 PM
951	I wish there could be some limitations set up on how long real estate companies can keep other agents/real estate companies waiting to payout on commissions due. Especially for properties advertised through the boards.	8/5/2021 12:55 PM

## Trends & Issues in Tennessee's Property Markets

952	competing with so many other offers	8/5/2021 12:55 PM
953	Lack of inventory and rising prices. Our poor first time buyers don't stand a chance.	8/5/2021 12:55 PM
954	So many investors coming to TN are causing locals to have to battle with cash deals. On average, I write 8 to 15 offers per buyer unless they have cash or conventional with at least 50% down payment and no contingencies. It is hard to win anything that doesn't feel like the buyer is getting screwed.	8/5/2021 12:55 PM
955	Qualified buyers with no property to purchase. This affects listings, as well, because homes sell so quickly the sellers/buyers have no place to move!!	8/5/2021 12:55 PM
956	Unethical agents that allow showings and accept/bind contracts while properties are still coming soon!	8/5/2021 12:55 PM
957	With the lack of inventory,ethic are being lost,especially om the side of the listing agent,as they are filled whit multiple offers,do not even notify you of the sellers decision	8/5/2021 12:55 PM
958	Nothing to add	8/5/2021 12:54 PM
959	No	8/5/2021 12:54 PM
960	Too many people getting Real Estate licenses.	8/5/2021 12:54 PM
961	No	8/5/2021 12:53 PM
962	That I did not hold on to the three houses I did Own in Brentwood and two in Green Hills. I would be a millionaire several times over!!! Diane McGuffey, Real Estate Broker	8/5/2021 12:53 PM
963	There is not enough affordable inventory for young adults and seniors in the current market to purchase or buy.	8/5/2021 12:53 PM
964	Selling agents encouraging their clients to list homes at unrealistic prices will soon cause the market to burst.	8/5/2021 12:53 PM
965	So many cash buyers coming here and out bidding local clients	8/5/2021 12:51 PM
966	Nothing	8/5/2021 12:51 PM
967	COVID and inventory	8/5/2021 12:51 PM
968	Not at this time	8/5/2021 12:51 PM
969	no	8/5/2021 12:50 PM
970	The Federal Reserve's dangerous expansionary monetary policies.	8/5/2021 12:50 PM
971	We need Trump back	8/5/2021 12:49 PM
972	Rising prices, buyer competition and low inventory stay at the front of mind and affect my day to day significantly!	8/5/2021 12:49 PM
973	inventory! and the number of buyers competing for properties especially in the lower price ranges. I am really worried about the number of investors buying up homes eliminating options for first time buyers. This will have a major long term impact on the future of home ownership.	8/5/2021 12:49 PM
974	Inventory is rising, but not alarming. Deals are still difficult to get under contract depending on the price range. Investors are selling their pro folio. Over priced home's are having to price adjust.	8/5/2021 12:49 PM
975	low inventory	8/5/2021 12:48 PM
976	N/A	8/5/2021 12:48 PM
977	na	8/5/2021 12:48 PM
978	NA	8/5/2021 12:48 PM
979	What troubles me most is I'm seeing young/first time buyers unable to compete in this market.	8/5/2021 12:48 PM
980	Prayer	8/5/2021 12:47 PM
981	Out of state people paying cash, paying over asking and making things unaffordable for local	8/5/2021 12:47 PM



## Trends & Issues in Tennessee's Property Markets

	residents	
982	The change of real estate, The internet competition and it is like starting over with new rules. This time the sellers market also is different. Large amount of greed and working with buyers to guide them with good advice and caution that will be what they listen to since they may be desperate for a home.	8/5/2021 12:47 PM
983	N/A	8/5/2021 12:46 PM
984	Lack of inventory, higher prices, concern for the bubble.	8/5/2021 12:46 PM
985	N/A	8/5/2021 12:46 PM
986	Appraisals are having an affect on the real estate business as well	8/5/2021 12:46 PM
987	It's difficult to help those who don't have extra money to offer for homes because of the competitive market.	8/5/2021 12:46 PM
988	I don't think enough is being done to educate Realtors on the ramifications of Code of Ethics violations and/or Antitrust laws.	8/5/2021 12:46 PM
989	Appraisers and underwriters are the prnaoblems. What ever happened to what was taught in the MBA classes....the value of anything is whatever anyone is willing and able to pay.	8/5/2021 12:45 PM
990	How no one is going to be able to sell their home in 5 years because they paid 80k cash over asking because of fear mongering. Sad for those people.	8/5/2021 12:45 PM
991	There is not enough temporary housing for more people to list there house.	8/5/2021 12:45 PM
992	no	8/5/2021 12:44 PM
993	As a real estate agent, I am anxious. I am personally a first time home buyer, and am tired of living at home (but at least I'm saving money lol). I have money saved for a nice down payment, but I'm not going to be over the \$225k range. As a result, investors and cash buyers continue to move into the area and outbid first time home buyers with loan and appraisal contingencies.	8/5/2021 12:44 PM
994	Nothing	8/5/2021 12:44 PM
995	We gave out money during COVID, now what will we do to help those that did keep up?	8/5/2021 12:44 PM
996	First time buyers are having a very hard time competing in this market since they do not have extra cash to bring to the table.	8/5/2021 12:43 PM
997	Problems first time homebuyers are having competing in the current market. Where buyers are offering over list price and over appraisals it is very difficult to compete.	8/5/2021 12:42 PM
998	No thank you	8/5/2021 12:42 PM
999	Policies and Washington DC	8/5/2021 12:42 PM
1000	nope	8/5/2021 12:42 PM
1001	Appraisals.	8/5/2021 12:41 PM
1002	Worried about putting buyers in homes at such high prices that they will take decades to see appreciation of value.	8/5/2021 12:41 PM
1003	no	8/5/2021 12:41 PM
1004	No	8/5/2021 12:41 PM
1005	Immigration policies and border chaos. I do not feel it is an issue that we can turn our heads away just because we are not a US border state. If the border was Nashville, we would be very upset with the amount of undocumented immigrants are flowing into out country.	8/5/2021 12:41 PM
1006	na	8/5/2021 12:40 PM
1007	Nothing	8/5/2021 12:40 PM
1008	Moratorium must end, effecting investors negatively.	8/5/2021 12:40 PM
1009	no	8/5/2021 12:40 PM



## Trends & Issues in Tennessee's Property Markets

1010	Extremely tight inventory	8/5/2021 12:40 PM
1011	no	8/5/2021 12:39 PM
1012	General Anxiety	8/5/2021 12:39 PM
1013	The min service brokers that discount their rate to below a wage of living to get business then do a terrible job and gen public hates REALTORS for it.	8/5/2021 12:39 PM
1014	Covid is not a problem and hasn't been the only difference is sometimes I show houses/property to people wearing mask and sometimes I don't. Other than the emotional distress my buyers are dealing with not being able to compete with cash buyers paying \$400,000 for \$180,000 houses is appraisals. I know the shortage of appraisers is really hurting the industry and I have a guy right now who's been waiting on his for a month and I've waited longer and have lost and or almost lost more deals duh to delays in appraisals or someone dropping the ball and not doing their job.	8/5/2021 12:38 PM
1015	The lack of affordable housing and the problem that affordable housing is being bought by out of state corporations and not homeowners	8/5/2021 12:38 PM
1016	overall affordability of purchasing a home for police officers, firefighters, teachers, etc.	8/5/2021 12:38 PM
1017	Not at this time..	8/5/2021 12:38 PM
1018	The lack of inventory	8/5/2021 12:38 PM
1019	Nothing	8/5/2021 12:38 PM
1020	no	8/5/2021 12:38 PM
1021	Inventory of affordable properties for first time home buyers.	8/5/2021 12:38 PM
1022	The lack of supervision and the influx of agents, as well as new brokerages, coming into the industry who are doing whatever it takes to sell a house and impacting the public in a negative way	8/5/2021 12:38 PM
1023	no	8/5/2021 12:37 PM
1024	nothing keeps me up at night.. just like everyone else shortage of affordable homes for first time home buyers and others	8/5/2021 12:37 PM
1025	The main thing I worry about it is how much prices have been driven up (and in a lot of cases artificially driven up in my opinion) over the past year. More and more locals are getting priced out of the market. Affordability and people getting left behind are a huge concern.	8/5/2021 12:37 PM
1026	The housing prices are pricing buyers out of the market and that has affected my ability to make a living and help people.	8/5/2021 12:37 PM
1027	clear compliance and not every agent following the rules	8/5/2021 12:37 PM
1028	The homelessness that is about to take over our streets. We will have no choice but to house and provide for these families as a city. There is no way to prevent the inevitable of homelessness among so many renters of families, but how are we going to respond when they are physically crowding the streets?	8/5/2021 12:37 PM
1029	Best year ever in unit s closed and sales volume. 33 years	8/5/2021 12:36 PM
1030	Buyer Burn Out	8/5/2021 12:36 PM
1031	No input on this.	8/5/2021 12:36 PM
1032	Honestly, young buyers not being able to compete with investors that are throwing cash around. It's affecting the costs for them and leaving them stuck in situations that will keep them there for generations to come	8/5/2021 12:36 PM
1033	I hope the sellers loosen up a bit and not be afraid to list their homes.	8/5/2021 12:35 PM
1034	This market is becoming more and more discouraging for buyers with financing. It seems that unless first time home buyers have parents with deep pockets, they are unfortunately in for a very long journey ahead.	8/5/2021 12:35 PM
1035	Being brand new in real estate the low inventory causing competition that newer agents don't	8/5/2021 12:35 PM

## Trends & Issues in Tennessee's Property Markets

	have the experience to beat, losing houses for clients who get discouraged.	
1036	So many condos and Rental properties in this area are taking buyers and sellers. Sellers are afraid to sell, but some have to sell because of the Covid...	8/5/2021 12:35 PM
1037	No	8/5/2021 12:35 PM
1038	Waiting on showings feedback	8/5/2021 12:35 PM
1039	Second lockdown would kill small business. Tax increases on working people, small businesses and small corporations will make a real hardship. Small businesses can not continue to compete with the Government to get people back to work. Government benefits to non-working individuals are killing our country.	8/5/2021 12:35 PM
1040	The number of out of state buyers out-bidding the local buyer and skewing the local economic system.	8/5/2021 12:35 PM
1041	No	8/5/2021 12:34 PM
1042	No thank you	8/5/2021 12:34 PM
1043	No inventory and a market collapse from other economic issues	8/5/2021 12:34 PM
1044	None	8/5/2021 12:34 PM
1045	Clients' concerns who had to pay significantly over list price just to compete that they will not recoup their investment if they have to sell in a couple of years. What keeps me up at night is the fact that my clients constantly have to waive important contingencies that are meant to protect them during the process just to compete with others, as well as the fact that appraisals have been starting to come in lower and that has been jeopardizing transactions. It's a lot right now to help buyers get into homes in a reasonable way, while also helping sellers with wisdom on multiple-offer situations (including when comps close SO HIGH above what market prices are and then the subsequent round of homes that are listed reflect those comps vs. market and/or appraised value pricing). So many things.	8/5/2021 12:34 PM
1046	Not much.	8/5/2021 12:33 PM
1047	Not every buyer has cash available for appraisal gaps	8/5/2021 12:33 PM
1048	Corporations choking out both home ownership and role of realtors	8/5/2021 12:33 PM
1049	Prices	8/5/2021 12:33 PM
1050	na	8/5/2021 12:32 PM
1051	Nnnnn	8/5/2021 12:32 PM
1052	Multiple offers caused by cash offers and higher bidding has made local clients to get house. Hope to see this trend slow down soon. Thank you .	8/5/2021 12:32 PM
1053	n/a	8/5/2021 12:32 PM
1054	My buyers that are going FHA don't stand a chance in this market, because sellers can pick and choose.	8/5/2021 12:32 PM
1055	Listing docs should be required to be on MLS. As in, you shouldn't be able to lost it unless they are uploaded. It's frustrating to have a listing agent get angry when you ask for them to submit an offer.	8/5/2021 12:32 PM
1056	uncertainty of future and how today's buyers may be affected in years to come. Memories of 2008, 2009, 2010, 2011.	8/5/2021 12:32 PM
1057	MARKET IS OVER VALUED.	8/5/2021 12:31 PM
1058	We need more affordable homes.	8/5/2021 12:31 PM
1059	my kids	8/5/2021 12:31 PM
1060	NO	8/5/2021 12:31 PM
1061	None	8/5/2021 12:31 PM
1062	I sleep well	8/5/2021 12:31 PM

## Trends & Issues in Tennessee's Property Markets

1063	The lack of inventory doe to the increase of buyers is an issue. However, the price ranges of homes are becoming an issue as well.	8/5/2021 12:31 PM
1064	Cash buyers, especially investors, are keeping good VA buyers from getting homes and that concerns me especially with our proximity to a major military post.	8/5/2021 12:30 PM
1065	None	8/5/2021 12:30 PM
1066	N/A	8/5/2021 12:30 PM
1067	n/a	8/5/2021 12:30 PM
1068	Nothing keeps me up at night	8/5/2021 12:30 PM
1069	no	8/5/2021 12:29 PM
1070	None	8/5/2021 12:29 PM
1071	Low inventory. Unable to find a home for the lower income families due to rising prices	8/5/2021 12:29 PM
1072	No	8/5/2021 12:29 PM
1073	N/A	8/5/2021 12:28 PM
1074	Appraisers! Not appraising right in our area	8/5/2021 12:28 PM
1075	n/a	8/5/2021 12:28 PM
1076	No	8/5/2021 12:28 PM
1077	N/A	8/5/2021 12:28 PM
1078	Lack of inventory!	8/5/2021 12:28 PM
1079	Not at this time	8/5/2021 12:28 PM
1080	TAR and Dotloop	8/5/2021 12:27 PM
1081	unethical buyers.	8/5/2021 12:27 PM
1082	We need to get the government out of housing almost all together and stop with the social engineering across the board.	8/5/2021 12:27 PM
1083	No	8/5/2021 12:26 PM
1084	Lack of affordable housing, lack of inventory and the inability for the average home buyer using a mortgage to compete against the influx of cash buyers. I'm watching small towns have their longstanding local population be displaced and it makes me question whether I should continue my career as a realtor as I don't want to be party to it.	8/5/2021 12:26 PM
1085	Na	8/5/2021 12:26 PM
1086	Unwillingness of local utilities/agencies in Hamilton County to provide information to agents working on behalf of buyers with feasibility studies.	8/5/2021 12:26 PM
1087	Renters are not receiving any assistance the state has made this to hard...	8/5/2021 12:26 PM
1088	No	8/5/2021 12:25 PM
1089	stiff back	8/5/2021 12:25 PM
1090	No. Client satisfaction	8/5/2021 12:25 PM
1091	Concerns about inflation and potential economic crash	8/5/2021 12:25 PM
1092	Multiple offers	8/5/2021 12:25 PM
1093	Worrying about if we will remain a free country or if we will allow the liberal left to throw capitalism away in favor of those who wish to be taken care of instead of work for what they have. I do not like the direction in which this country is headed. I am a capitalist...not a socialist! The protection of renters and not owners is a perfect example of this.	8/5/2021 12:25 PM
1094	Too many out of state buyers.	8/5/2021 12:24 PM

## Trends & Issues in Tennessee's Property Markets

1095	No issues	8/5/2021 12:24 PM
1096	Finding housing for people under contract to sell when they need a loan. We just keep writing offers that are realistic, and being beat out with offers that would never appraise.	8/5/2021 12:24 PM
1097	No	8/5/2021 12:24 PM
1098	Getting started in a Covid-19 environment	8/5/2021 12:24 PM
1099	Buyer/agent frustrations - following the rules	8/5/2021 12:24 PM
1100	Demanding buyers and sellers, Everyone is pushing for everything they can get.	8/5/2021 12:24 PM
1101	My clients	8/5/2021 12:23 PM
1102	n/a	8/5/2021 12:23 PM
1103	Not at all	8/5/2021 12:23 PM
1104	As of yesterday, the thing that keeps me up at night is the amount of expense and turmoil our agents and firms will experience by being required to change their service provider for our state forms. It is a MUCH bigger issue than simply adopting a new forms creation system. Entire transaction histories, internal audit processes, CRM integrations, and more will need to be completely revamped. And this doesn't even begin to underscore the amount of agent training that will be needed....all within a couple months. Yeah, that's an issue/trend that is certain to affect real estate in TN.	8/5/2021 12:23 PM
1105	No	8/5/2021 12:22 PM
1106	The unethical practices of agents in this market which has sparked the most greed that I've ever seen in any industry that I've been involved in is the most disturbing. I'm very thankful for the firm that I work for and that we not only use the code of ethics but we work by it every day!! The lying and dishonesty is unbecoming to the industry and is what gives Realtors a bad name. I'm thankful for the honest ones by all means. I believe this issue is harming our industry more than our leaders are aware of. Thank you for asking and your time.	8/5/2021 12:22 PM
1107	N/A	8/5/2021 12:22 PM
1108	The infrastructure is not here to support the amount of homes we are building. The impact fees need to be increased and RPAC needs to not fight that.	8/5/2021 12:22 PM
1109	N/A	8/5/2021 12:22 PM
1110	inventory	8/5/2021 12:21 PM
1111	I wish I didn't have to advise buyers to waive inspections and appraisals. It goes against everything I was taught but is now necessary to win a bid.	8/5/2021 12:21 PM
1112	It's all about the inventory and the cash buyers. Where are we going to put all the people who continue to move here? How can we be better advocates for renters and owners who are getting pushed out of the market?	8/5/2021 12:21 PM
1113	x	8/5/2021 12:21 PM
1114	Lack of Broker education.	8/5/2021 12:21 PM
1115	I believe commercial land has surged. Inventory is hard. But. We as agents just have to work a little harder and can get deals done	8/5/2021 12:21 PM
1116	None	8/5/2021 12:20 PM
1117	no	8/5/2021 12:20 PM
1118	no	8/5/2021 12:20 PM
1119	N/A	8/5/2021 12:20 PM
1120	none	8/5/2021 12:19 PM
1121	no	8/5/2021 12:19 PM
1122	Having buyers who don't have cash keeps me up at night! We continue to lose out to cash buyers who can go well above asking price and waive all contingencies. My buyers who have	8/5/2021 12:19 PM

## Trends & Issues in Tennessee's Property Markets

to get a loan are getting so discouraged. Its' so difficult to give a competing offer right now, offers are \$30K-\$50K above asking price!!!!

1123	I am concerned about the low inventory but also concerned about the eviction ban ending sending people into foreclosures. I'm concerned about what impact this will have on the market.	8/5/2021 12:19 PM
1124	Leftists moving to Tennessee from their failed socialist states like Illinois, New York, and California and changing local politics into what they fled	8/5/2021 12:18 PM
1125	Inflation and the federal government's monetary and public health incompetence.	8/5/2021 12:18 PM
1126	lack of stability	8/5/2021 12:18 PM
1127	People who are making excellent offers on houses just aren't making the cut and are getting outbid by cash investors. There are many families without a home or forced to rent when they should be able and are qualified to buy.	8/5/2021 12:18 PM
1128	Just the struggle to find properties for my clients.	8/5/2021 12:18 PM
1129	Not enough sellers	8/5/2021 12:18 PM
1130	None	8/5/2021 12:17 PM
1131	Downward spiral of economy and the crumbling of our democracy. Now living in a communistic dictatorship. Will loose my properties to the redistribution of wealth.	8/5/2021 12:17 PM
1132	N/A	8/5/2021 12:16 PM
1133	Not enough inventory, buyer burnout	8/5/2021 12:16 PM
1134	How long this market can hold out.	8/5/2021 12:16 PM
1135	the lack of available housing for non cash buyers	8/5/2021 12:16 PM
1136	no	8/5/2021 12:15 PM
1137	No	8/5/2021 12:15 PM
1138	NA	8/5/2021 12:15 PM
1139	Competition among buyers/not enough inventory for all buyers, so many cash buyers beating out military/VA loan buyers, people using "Ribbon" to turn their financed loan into a cash offer to beat other offers out.	8/5/2021 12:14 PM
1140	N/A	8/5/2021 12:14 PM
1141	No	8/5/2021 12:13 PM
1142	no	8/5/2021 12:13 PM
1143	N/a	8/5/2021 12:13 PM
1144	competition, high prices	8/5/2021 12:13 PM
1145	government	8/5/2021 12:13 PM
1146	Lots of buyers, limited inventory. Sellers that want to sell but fear that they have no where to go.	8/5/2021 12:13 PM
1147	No	8/5/2021 12:13 PM
1148	N/A	8/5/2021 12:13 PM
1149	Crazy people in this high stress market.	8/5/2021 12:13 PM
1150	It is mostly the inventory	8/5/2021 12:12 PM
1151	Nope	8/5/2021 12:12 PM
1152	Sellers have begun to raise prices too high in an attempt to match what the market was driving itself. I'm seeing more price reductions due to this. Rather than the market driving high priced values, Sellers are now trying to drive them and are failing.	8/5/2021 12:11 PM

## Trends & Issues in Tennessee's Property Markets

1153	Inventory	8/5/2021 12:11 PM
1154	N/A	8/5/2021 12:11 PM
1155	Nothing	8/5/2021 12:10 PM