

**DATACOMP<sup>®</sup>**

*JLT Market Report*

*Nashville MSA, Tennessee*

*December 2021*



On behalf of everyone at Datacomp, it is my pleasure to present our Nashville MSA, Tennessee December 2021 JLT Market Report. This report includes 20 land lease communities consisting of 3,759 homesites.

As with all of our 140+ market reports, this report includes detailed research and information about each community including marketing programs, the latest rent statistics and increases, and a variety of other useful management insights.

In addition, we include a report that compares 2021 occupancy and average rents to the previous year as well as a report showing average rents and occupancy rates from 2015 to 2021. You will find an index to the specific sections of this report in the Table of Contents on the following page.

For over 20 years, countless professionals have trusted JLT Market Reports for timely and accurate research and information on land lease manufactured home communities nationwide. We are honored that our reports are recognized as the industry standard for community market analysis.

That standard of excellence now continues as JLT Market Reports are produced using the resources, skills and market research expertise of Datacomp, the industry's oldest and largest national manufactured housing appraisal company, and MHVillage, the premier Internet advertising and marketing website for manufactured homes in land lease communities.

We are committed to providing exceptional customer service. If you have unique information requirements that you would like to see prepared specifically for your organization, please contact us at [reports@datacompusa.com](mailto:reports@datacompusa.com) or (800) 588-5426.

We thank you for your confidence and look forward to continuing to serve you in the months and years ahead.

Sincerely,

A handwritten signature in black ink that reads "Mark A. Johnson". The signature is fluid and cursive, with the first letters of each word being capitalized and prominent.

Mark Johnson  
Vice-President of Personal Property

# Nashville MSA, Tennessee JLT Market Report - December 2021

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# Nashville MSA, Tennessee JLT Market Report - December 2021

## Findings and Observations

- The survey includes 20 land lease communities. 20 are classified as "All Ages". There are 3,759 "All Ages" homesites.
- 16 communities implemented or announced rent increases during the last twelve months. The market rent increases ranged from \$17 to \$50. A majority of the market increases ranged from \$25 to \$35. The average market increase was \$30.
- In the **Nashville MSA, Tennessee** area, the average adjusted monthly homesite rent in the "All Ages" communities is \$467, an increase of \$21 (4.7%) from the previous published report. There are no "55+" communities.
- In the **Nashville MSA, Tennessee** area, the occupancy rate in the "All Ages" communities is 97%, a decrease of -0.7% (-25 homesites) from the previous published report. There are no "55+" communities.
- 17 of 20 (85%) communities reported occupancy rates of 95% or higher.
- **Suburban Mobile Home Park** was dropped from the 2021 report due to lack of contact information.
- **Trailmont** was dropped from the 2021 report due to lack of response.
- **Woodland Mobile Village** and **Village Hills Mobile Community** were added to this year's report.
- **Valley View Mobile Home Park I & II** increased their market rent 10.5% since last year's report. No reason was given for the magnitude of the increase.
- **A & L MHP** increased their market rent 14.3% and also bundled water, sewer and trash services into the rent. This resulted in a 6.3% decrease to their average adjusted rent.

# Nashville MSA, Tennessee

## JLT Market Report - December 2021

### Utilities

In communities where water and sewer services are included in the monthly rent, the following assumptions were used to account for the value of those services: **In "All Ages" communities, 5,500 gallons of water per month. In "55+" communities, 3,000 gallons of water per month.**

Utility Name	Water	Trash	Sewer	Lawn
Franklin, TN All Ages Communities	\$37	\$21	\$45	\$16
Gallatin, TN All Ages Communities	\$28	\$16	\$28	\$16
Goodlettsville, TN All Ages Communities	\$28	\$16	\$51	\$16
Lebanon, TN	\$40	-	\$42	\$16
Murfreesboro, TN All Ages Communities	\$36	\$8	\$52	\$16
Nashville, TN All Ages Communities	\$28	\$20	\$41	\$16
Smyrna, TN All Ages Communities	\$25	\$25	\$35	\$16

**The following services are included by some communities**

Utilities Included	# of Communities
Trash	6
Trash, Lawn	3
Water, Sewer, Trash	2

# Nashville MSA, Tennessee

## JLT Market Report - December 2021

### Glossary

#### **OCC**

Rent Paying Resident Occupied Homesites

#### **Services In Rent**

Price of total included utilities and services. Key below.

W = Water

S = Sewer

T = Trash

C = Cable

L = Lawn

G = Natural Gas

P = Pest Control

I = Internet

O = Other

None = No Utilities or Services

**WNR** = Would Not Reveal

**TBD** = To Be Determined

# Nashville MSA, Tennessee JLT Market Report - December 2021

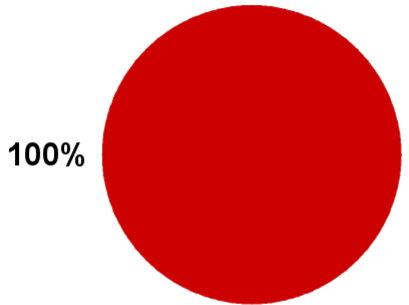
## Summary

Type	# of Communities	# of Homesites	Occ*	% Occ	Average # of Homesites	Average Market Rent**
<b>All Communities</b>						
<b>55+</b>	0	0	0	0%	0	\$0
<b>All Ages</b>	20	3,759	3,651	97%	188	\$467
<b>Total</b>	<u>20</u>	<u>3,759</u>	<u>3,651</u>	<u>97%</u>	<u>188</u>	<u>\$467</u>

# Nashville MSA, Tennessee JLT Market Report - December 2021

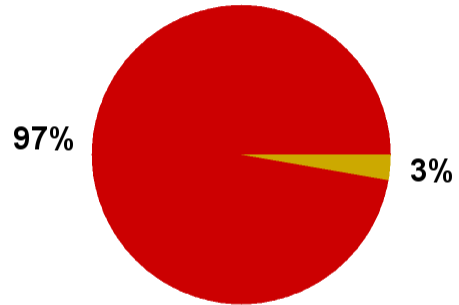
## Graphs

### Communities by Type



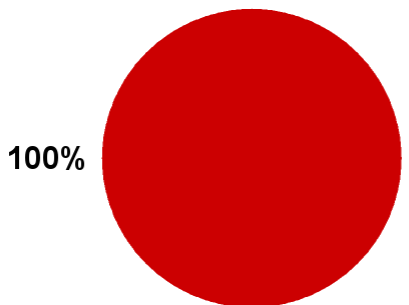
■ 55+ ■ All Ages

### Occupancy by Type



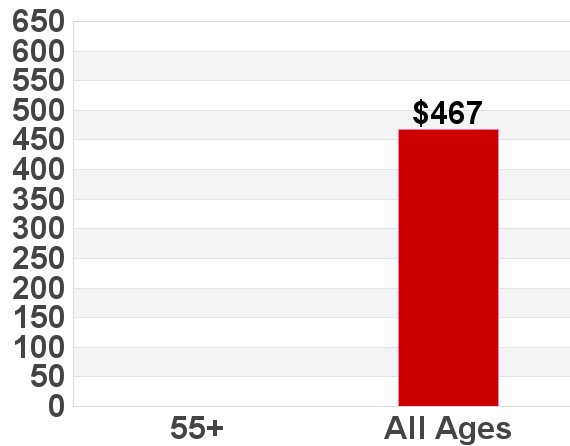
■ 55+ Occupied ■ 55+ Vacant  
■ All Ages Occupied ■ All Ages Vacant

### Homesites by Type



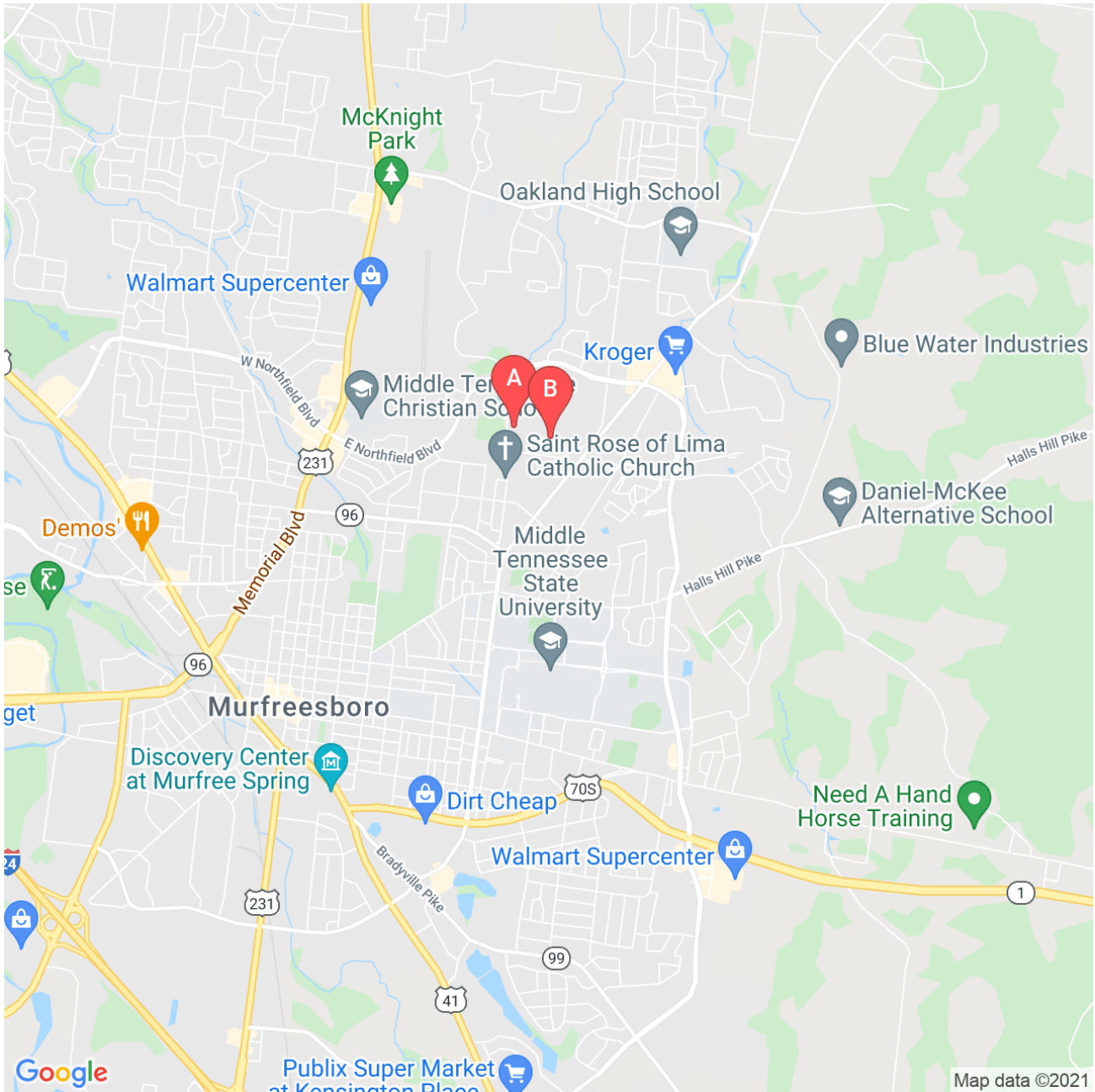
■ 55+ ■ All Ages

### Average Adjusted Market Rent





# Nashville MSA, Tennessee Report Overview Map Murfreesboro Area

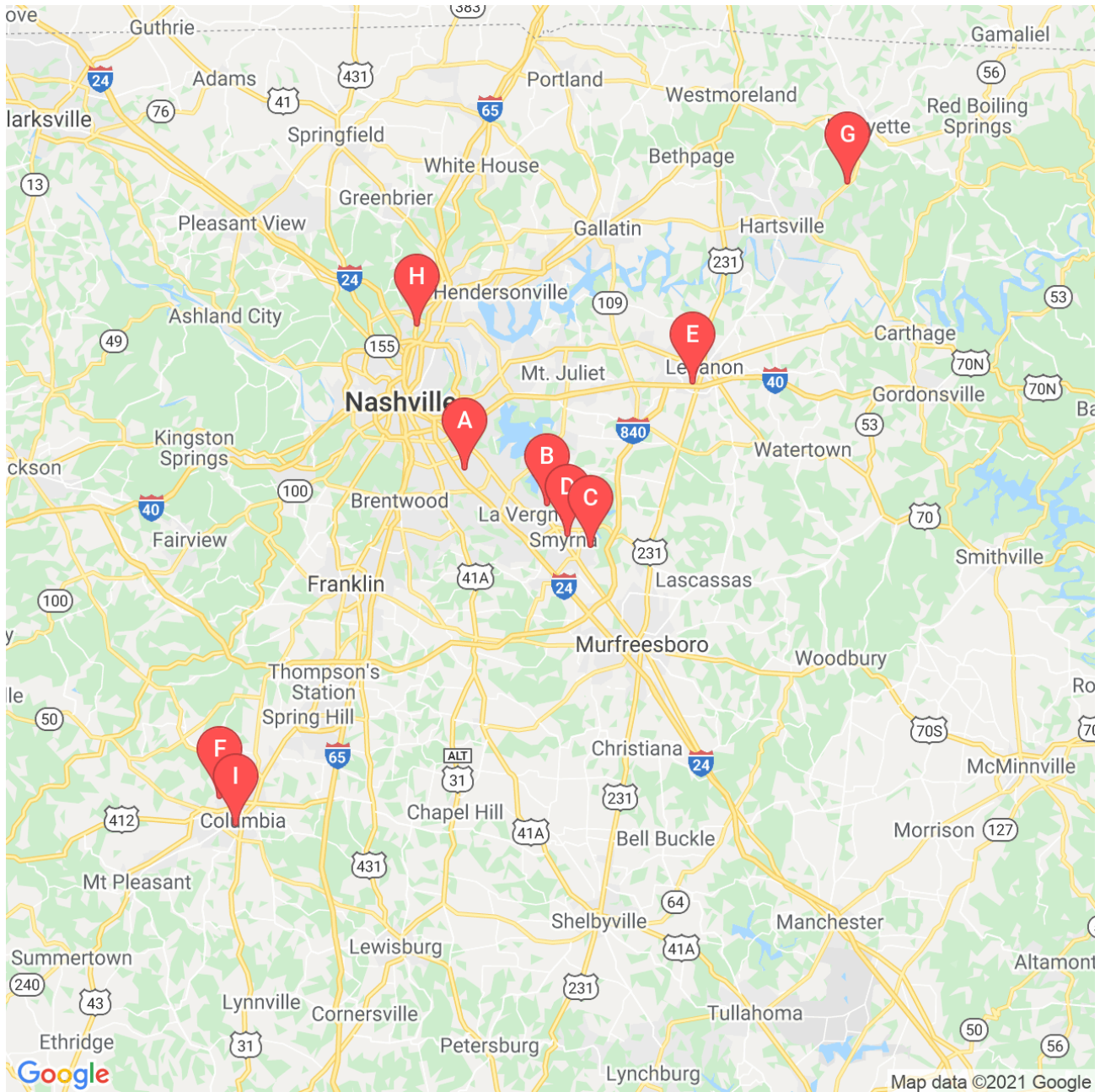


A Cedar Park

B Byrwood

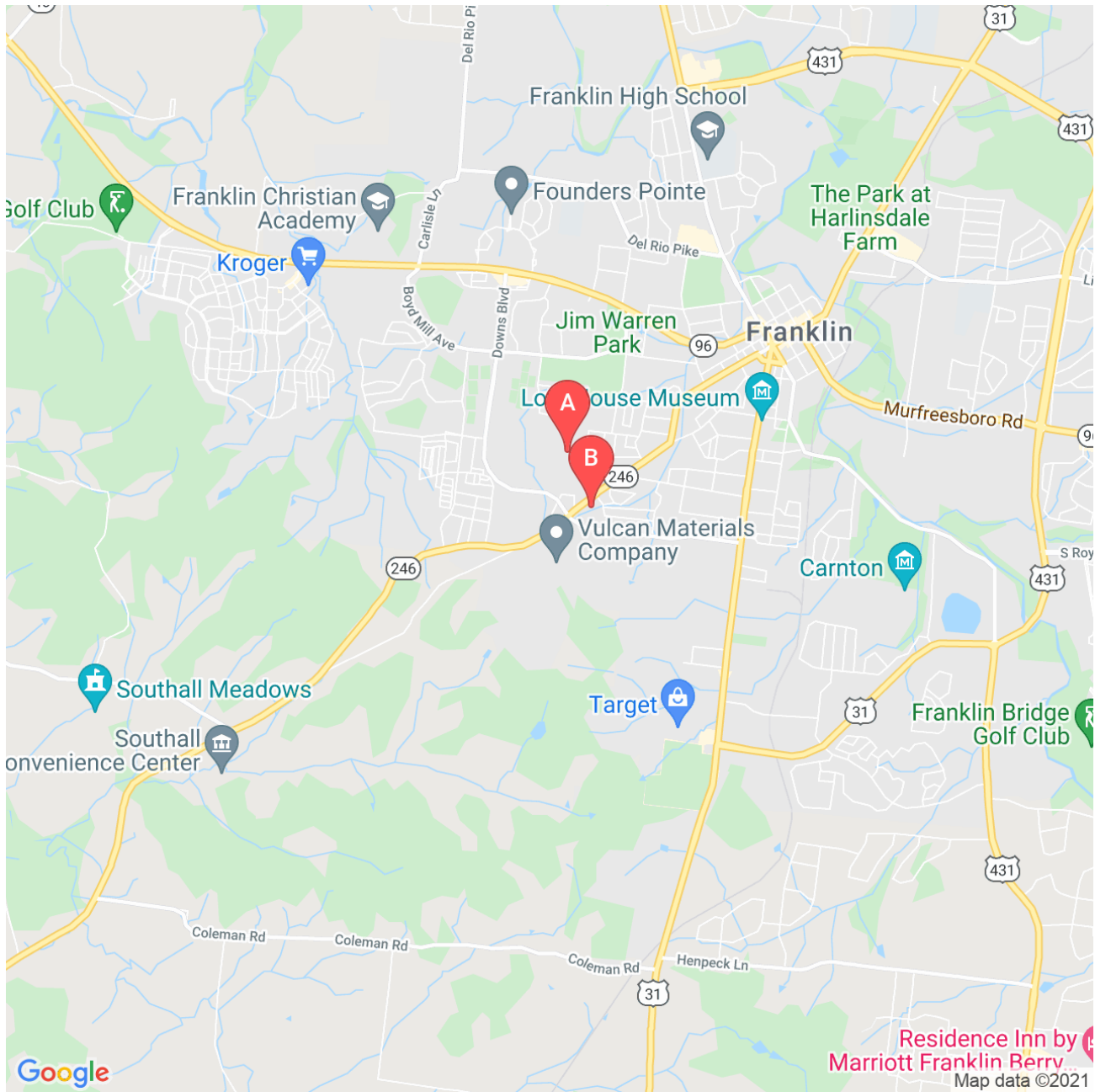
# Nashville MSA, Tennessee Report Overview Map

## Nashville Area



- |   |                     |   |                     |   |                         |
|---|---------------------|---|---------------------|---|-------------------------|
| A | Country Meadows MHC | D | Fairway MHP         | G | Hillsdale Estates       |
| B | Cedar Glen          | E | Weatherly Estates   | H | Village Hills MHC       |
| C | Florence Commons    | F | Countryside Village | I | Woodland Mobile Village |

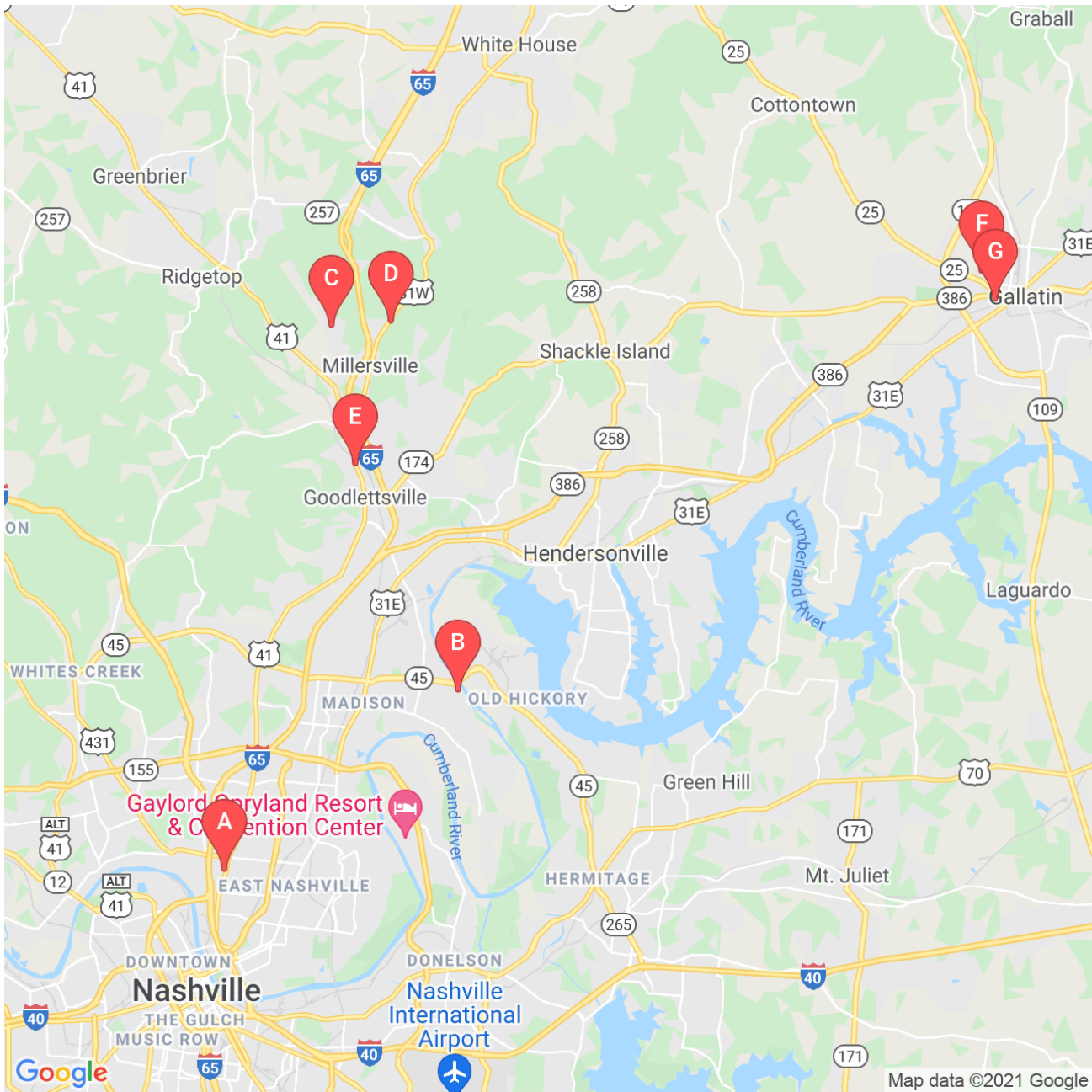
# Nashville MSA, Tennessee Report Overview Map Franklin Area



A Franklin Estates MHP

B Franklin Estates III

# Nashville MSA, Tennessee Report Overview Map Hendersonville/Gallatin Area



- |   |                     |   |                    |   |               |
|---|---------------------|---|--------------------|---|---------------|
| A | Shady Hills         | D | Valley View MHP II | F | East Camp MHP |
| B | Old Hickory Estates | E | Valley View MHP I  | G | A & L MHP     |
| C | Country Living Est  |   |                    |   |               |

# Nashville MSA, Tennessee JLT Market Report

## Historical Recap of Rents and Occupancy Market Rent

Year	Month	Market Rent*	All Ages Increase %	Occupancy
2021	Dec	\$467	4.70%	97%
2020	Dec	\$446	2.10%	98%
2019	Dec	\$437	7.40%	98%
2018	Dec	\$407	4.40%	97%
2017	Dec	\$390	4.30%	97%
2016	Dec	\$374	2.70%	93%
2015	Dec	\$364		94%
Compound Annual Growth Rate			4.24%	

\* Net of all services included in rent

## Nashville MSA, Tennessee JLT Market Report - December 2021 Ranked By Community Name

COMMUNITY	# OF HOME SITES	HOME SITES OCC*	% OCC	MONTHLY MARKET RENT			SERVICES* IN RENT	ADJUSTED MARKET RENT		
				LOW	HIGH	AVG**		LOW	HIGH	AVG**
<b><u>All Ages Communities</u></b>										
A & L MHP	89	89	100%	\$400	\$400	\$400	W/S/T - \$72	\$328	\$328	\$328
Byrewood	80	51	64%	\$580	\$580	\$580	T/L - \$24	\$556	\$556	\$556
Cedar Glen	488	478	98%	\$486	\$486	\$486	None	\$486	\$486	\$486
Cedar Park	173	171	99%	\$498	\$503	\$498	None	\$498	\$503	\$498
Country Living Est	115	115	100%	\$350	\$350	\$350	None	\$350	\$350	\$350
Country Meadows MHC	295	293	99%	\$584	\$584	\$584	T - \$20	\$564	\$564	\$564
Countryside Village	351	344	98%	\$441	\$441	\$441	None	\$441	\$441	\$441
East Camp MHP	134	133	99%	\$350	\$350	\$350	None	\$350	\$350	\$350
Fairway MHP	90	90	100%	\$350	\$350	\$350	W/S/T - \$85	\$265	\$265	\$265
Florence Commons	337	332	99%	\$475	\$475	\$475	T - \$25	\$450	\$450	\$450
Franklin Estates III	47	47	100%	\$660	\$660	\$660	T/L - \$37	\$623	\$623	\$623
Franklin Estates MHP	335	335	100%	\$660	\$660	\$660	T/L - \$37	\$623	\$623	\$623
Hillsdale Estates	108	96	89%	\$325	\$325	\$325	T - \$20	\$305	\$305	\$305
Old Hickory Estates	222	193	87%	\$462	\$467	\$462	None	\$462	\$467	\$462
Shady Hills	251	244	97%	\$540	\$540	\$540	T - \$20	\$520	\$520	\$520
Valley View MHP I	68	68	100%	\$525	\$525	\$525	None	\$525	\$525	\$525
Valley View MHP II	60	58	97%	\$525	\$525	\$525	None	\$525	\$525	\$525
Village Hills MHC	116	116	100%	\$420	\$420	\$420	T - \$20	\$400	\$400	\$400
Weatherly Estates	270	270	100%	\$468	\$468	\$468	T - \$0	\$468	\$468	\$468
Woodland Mobile Village	130	128	98%	\$250	\$250	\$250	None	\$250	\$250	\$250
<b>Total for All Ages</b>	<b><u>3,759</u></b>	<b><u>3,651</u></b>	<b><u>97%</u></b>			<b><u>\$482</u></b>				<b><u>\$467</u></b>

\*See Glossary for Definitions

\*\*The Average Rent is normally rent for a Standard Homesite

## Nashville MSA, Tennessee JLT Market Report - December 2021 Ranked By Number of Homesites

COMMUNITY	# OF HOME SITES	HOME SITES OCC*	% OCC	MONTHLY MARKET RENT			SERVICES* IN RENT	ADJUSTED MARKET RENT		
				LOW	HIGH	AVG**		LOW	HIGH	AVG**
<b><u>All Ages Communities</u></b>										
Cedar Glen	488	478	98%	\$486	\$486	\$486	None	\$486	\$486	\$486
Countryside Village	351	344	98%	\$441	\$441	\$441	None	\$441	\$441	\$441
Florence Commons	337	332	99%	\$475	\$475	\$475	T - \$25	\$450	\$450	\$450
Franklin Estates MHP	335	335	100%	\$660	\$660	\$660	T/L - \$37	\$623	\$623	\$623
Country Meadows MHC	295	293	99%	\$584	\$584	\$584	T - \$20	\$564	\$564	\$564
Weatherly Estates	270	270	100%	\$468	\$468	\$468	T - \$0	\$468	\$468	\$468
Shady Hills	251	244	97%	\$540	\$540	\$540	T - \$20	\$520	\$520	\$520
Old Hickory Estates	222	193	87%	\$462	\$467	\$462	None	\$462	\$467	\$462
Cedar Park	173	171	99%	\$498	\$503	\$498	None	\$498	\$503	\$498
East Camp MHP	134	133	99%	\$350	\$350	\$350	None	\$350	\$350	\$350
Woodland Mobile Village	130	128	98%	\$250	\$250	\$250	None	\$250	\$250	\$250
Village Hills MHC	116	116	100%	\$420	\$420	\$420	T - \$20	\$400	\$400	\$400
Country Living Est	115	115	100%	\$350	\$350	\$350	None	\$350	\$350	\$350
Hillsdale Estates	108	96	89%	\$325	\$325	\$325	T - \$20	\$305	\$305	\$305
Fairway MHP	90	90	100%	\$350	\$350	\$350	W/S/T - \$85	\$265	\$265	\$265
A & L MHP	89	89	100%	\$400	\$400	\$400	W/S/T - \$72	\$328	\$328	\$328
Byrnwood	80	51	64%	\$580	\$580	\$580	T/L - \$24	\$556	\$556	\$556
Valley View MHP I	68	68	100%	\$525	\$525	\$525	None	\$525	\$525	\$525
Valley View MHP II	60	58	97%	\$525	\$525	\$525	None	\$525	\$525	\$525
Franklin Estates III	47	47	100%	\$660	\$660	\$660	T/L - \$37	\$623	\$623	\$623
<b>Total for All Ages</b>	<b><u>3,759</u></b>	<b><u>3,651</u></b>	<b><u>97%</u></b>			<b><u>\$482</u></b>				<b><u>\$467</u></b>

\*See Glossary for Definitions

\*\*The Average Rent is normally rent for a Standard Homesite

## Nashville MSA, Tennessee JLT Market Report - December 2021 Ranked By Occupancy %

COMMUNITY	# OF HOME SITES	HOME SITES OCC*	% OCC	MONTHLY MARKET RENT			SERVICES* IN RENT	ADJUSTED MARKET RENT		
				LOW	HIGH	AVG**		LOW	HIGH	AVG**
<b><u>All Ages Communities</u></b>										
Franklin Estates MHP	335	335	100%	\$660	\$660	\$660	T/L - \$37	\$623	\$623	\$623
Weatherly Estates	270	270	100%	\$468	\$468	\$468	T - \$0	\$468	\$468	\$468
Village Hills MHC	116	116	100%	\$420	\$420	\$420	T - \$20	\$400	\$400	\$400
Country Living Est	115	115	100%	\$350	\$350	\$350	None	\$350	\$350	\$350
Fairway MHP	90	90	100%	\$350	\$350	\$350	W/S/T - \$85	\$265	\$265	\$265
A & L MHP	89	89	100%	\$400	\$400	\$400	W/S/T - \$72	\$328	\$328	\$328
Valley View MHP I	68	68	100%	\$525	\$525	\$525	None	\$525	\$525	\$525
Franklin Estates III	47	47	100%	\$660	\$660	\$660	T/L - \$37	\$623	\$623	\$623
Country Meadows MHC	295	293	99%	\$584	\$584	\$584	T - \$20	\$564	\$564	\$564
East Camp MHP	134	133	99%	\$350	\$350	\$350	None	\$350	\$350	\$350
Cedar Park	173	171	99%	\$498	\$503	\$498	None	\$498	\$503	\$498
Florence Commons	337	332	99%	\$475	\$475	\$475	T - \$25	\$450	\$450	\$450
Woodland Mobile Village	130	128	98%	\$250	\$250	\$250	None	\$250	\$250	\$250
Countryside Village	351	344	98%	\$441	\$441	\$441	None	\$441	\$441	\$441
Cedar Glen	488	478	98%	\$486	\$486	\$486	None	\$486	\$486	\$486
Shady Hills	251	244	97%	\$540	\$540	\$540	T - \$20	\$520	\$520	\$520
Valley View MHP II	60	58	97%	\$525	\$525	\$525	None	\$525	\$525	\$525
Hillsdale Estates	108	96	89%	\$325	\$325	\$325	T - \$20	\$305	\$305	\$305
Old Hickory Estates	222	193	87%	\$462	\$467	\$462	None	\$462	\$467	\$462
Byrnwood	80	51	64%	\$580	\$580	\$580	T/L - \$24	\$556	\$556	\$556
<b>Total for All Ages</b>	<b><u>3,759</u></b>	<b><u>3,651</u></b>	<b><u>97%</u></b>			<b><u>\$482</u></b>				<b><u>\$467</u></b>

\*See Glossary for Definitions

\*\*The Average Rent is normally rent for a Standard Homesite



## Nashville MSA, Tennessee JLT Market Report - December 2021 Ranked By Average Adjusted Market Rent

COMMUNITY	# OF HOME SITES	HOME SITES OCC*	% OCC	MONTHLY MARKET RENT			SERVICES* IN RENT	ADJUSTED MARKET RENT		
				LOW	HIGH	AVG**		LOW	HIGH	AVG**
<b><u>All Ages Communities</u></b>										
Franklin Estates MHP	335	335	100%	\$660	\$660	\$660	T/L - \$37	\$623	\$623	\$623
Franklin Estates III	47	47	100%	\$660	\$660	\$660	T/L - \$37	\$623	\$623	\$623
Country Meadows MHC	295	293	99%	\$584	\$584	\$584	T - \$20	\$564	\$564	\$564
Byrnwood	80	51	64%	\$580	\$580	\$580	T/L - \$24	\$556	\$556	\$556
Valley View MHP I	68	68	100%	\$525	\$525	\$525	None	\$525	\$525	\$525
Valley View MHP II	60	58	97%	\$525	\$525	\$525	None	\$525	\$525	\$525
Shady Hills	251	244	97%	\$540	\$540	\$540	T - \$20	\$520	\$520	\$520
Cedar Park	173	171	99%	\$498	\$503	\$498	None	\$498	\$503	\$498
Cedar Glen	488	478	98%	\$486	\$486	\$486	None	\$486	\$486	\$486
Weatherly Estates	270	270	100%	\$468	\$468	\$468	T - \$0	\$468	\$468	\$468
Old Hickory Estates	222	193	87%	\$462	\$467	\$462	None	\$462	\$467	\$462
Florence Commons	337	332	99%	\$475	\$475	\$475	T - \$25	\$450	\$450	\$450
Countryside Village	351	344	98%	\$441	\$441	\$441	None	\$441	\$441	\$441
Village Hills MHC	116	116	100%	\$420	\$420	\$420	T - \$20	\$400	\$400	\$400
East Camp MHP	134	133	99%	\$350	\$350	\$350	None	\$350	\$350	\$350
Country Living Est	115	115	100%	\$350	\$350	\$350	None	\$350	\$350	\$350
A & L MHP	89	89	100%	\$400	\$400	\$400	W/S/T - \$72	\$328	\$328	\$328
Hillsdale Estates	108	96	89%	\$325	\$325	\$325	T - \$20	\$305	\$305	\$305
Fairway MHP	90	90	100%	\$350	\$350	\$350	W/S/T - \$85	\$265	\$265	\$265
Woodland Mobile Village	130	128	98%	\$250	\$250	\$250	None	\$250	\$250	\$250
<b>Total for All Ages</b>	<b><u>3,759</u></b>	<b><u>3,651</u></b>	<b><u>97%</u></b>			<b><u>\$482</u></b>				<b><u>\$467</u></b>

\*See Glossary for Definitions

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## Nashville MSA, Tennessee JLT Market Report - December 2021 Comparison of December 2021 to December 2020

COMMUNITY	# OF HOME SITES	Dec-21 OCCUPANCY*		Dec-20 OCCUPANCY*		% INC	AVERAGE MARKET RENT**		SERVICES IN RENT Dec-21, Dec-20	AVERAGE ADJUSTED RENT		% INC
		#	%	#	%		Dec-21	Dec-20		Dec-21	Dec-20	
<b>All Ages Communities</b>												
A & L MHP	89	89	100%	89	100%	0.0%	\$400	\$350	W/S/T - \$72, \$0	\$328	\$350	-6.3%
Byrewood	80	51	64%	56	70%	-8.9%	\$580	\$549	T/L - \$24, \$24	\$556	\$525	5.9%
Cedar Glen	488	478	98%	487	100%	-1.8%	\$486	\$459	None	\$486	\$459	5.9%
Cedar Park	173	171	99%	173	100%	-1.2%	\$498	\$481	None	\$498	\$481	3.5%
Country Living Est	115	115	100%	115	100%	0.0%	\$350	\$350	None	\$350	\$350	0.0%
Country Meadows MHC	295	293	99%	291	99%	0.7%	\$584	\$549	T - \$20, \$20	\$564	\$529	6.6%
Countryside Village	351	344	98%	350	100%	-1.7%	\$441	\$414	None	\$441	\$414	6.5%
East Camp MHP	134	133	99%	132	99%	0.8%	\$350	\$350	None	\$350	\$350	0.0%
Fairway MHP	90	90	100%	90	100%	0.0%	\$350	\$350	W/S/T - \$85, \$84	\$265	\$266	-0.4%
Florence Commons	337	332	99%	332	98%	0.0%	\$475	\$448	T - \$25, \$25	\$450	\$423	6.4%
Franklin Estates III	47	47	100%	47	100%	0.0%	\$660	\$640	T/L - \$37, \$35	\$623	\$605	3.0%
Franklin Estates MHP	335	335	100%	335	100%	0.0%	\$660	\$640	T/L - \$37, \$35	\$623	\$605	3.0%
Hillsdale Estates	108	96	89%	98	91%	-2.0%	\$325	\$300	T - \$20, \$20	\$305	\$280	8.9%
Old Hickory Estates	222	193	87%	193	87%	0.0%	\$462	\$445	None	\$462	\$445	3.8%
Shady Hills	251	244	97%	250	100%	-2.4%	\$540	\$510	T - \$20, \$20	\$520	\$490	6.1%
Valley View MHP I	68	68	100%	66	100%	3.0%	\$525	\$475	None	\$525	\$475	10.5%
Valley View MHP II	60	58	97%	59	98%	-1.7%	\$525	\$475	None	\$525	\$475	10.5%
Village Hills MHC	116	116	100%	116	100%	0.0%	\$420	\$420	T - \$20, \$20	\$400	\$400	0.0%
Weatherly Estates	270	270	100%	269	100%	0.4%	\$468	\$440	T - \$0, \$0	\$468	\$440	6.4%
Woodland Mobile Village	130	128	98%	128	98%	0.0%	\$250	\$250	None	\$250	\$250	0.0%
<b>Total for All Ages</b>	<b><u>3,759</u></b>	<b><u>3,651</u></b>	<b><u>97%</u></b>	<b><u>3,676</u></b>	<b><u>98%</u></b>	<b><u>-0.7%</u></b>	<b><u>\$482</u></b>	<b><u>\$459</u></b>		<b><u>\$467</u></b>	<b><u>\$446</u></b>	<b><u>4.7%</u></b>

\*See Glossary for Definitions

\*\*The Average Rent is normally rent for a Standard Homesite

## Nashville MSA, Tennessee JLT Market Report December 2021

### Community Information

#### A & L Mobile Home Village

573 Long Hollow Pk  
Gallatin TN 37066  
615-452-5104

All Ages Community  
Owned by V & R Investments, LLC



### Site Info

Homesites	89
Vacant Sites	0
Physical Occupancy	89
Repossessions	0
Inventory Homes	0
Occupied Sites*	89
Occupied Percent	100%
Rent Control	No
Single Section	99%
Multiple Section	1%

### Customer Incentives

### Notes

- The community also has 10 rental homes ranging from \$700 - \$800.
- The community bundled water, sewer and trash services in the rent this year.

### Market Rent Increases

	Last	Next
Date	Aug 2021	TBD
Amount	\$50	TBD

### Community Amenities

None


Service	Included In Rent	Value
Water	Yes	\$28
Sewer	Yes	\$28
Trash	Yes	\$16
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$400	\$328

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

## Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Byrnwood</b> 1325 Wenlon Dr Murfreesboro TN 37130</p> <p>All Ages Community</p>	

Site Info	
Homesites	80
Vacant Sites	1
Physical Occupancy	79
Repossessions	0
Inventory Homes	28
Occupied Sites*	51
Occupied Percent	64%
Rent Control	No
Single Section	100%
Multiple Section	0%

Customer Incentives	Notes
<ul style="list-style-type: none"> <li>None</li> </ul>	<ul style="list-style-type: none"> <li>The community also has 50 rental homes ranging from \$720 - \$950.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Oct 2021	TBD
Amount	\$31	TBD

Community Amenities
None


Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	Yes	\$8
Cable	No	
Lawn	Yes	\$16

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$580	\$556

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

## Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Cedar Glen</b> 206 Sue Ellen Drive La Vergne TN 37086 615-355-6936 cedarglen@yescommunities.com</p> <p>All Ages Community Owned by Yes Communities</p>	

Site Info	
Homesites	488
Vacant Sites	4
Physical Occupancy	484
Repossessions	0
Inventory Homes	6
Occupied Sites*	478
Occupied Percent	98%
Rent Control	No
Single Section	75%
Multiple Section	25%

Customer Incentives	Notes
<ul style="list-style-type: none"> <li>None</li> </ul>	<ul style="list-style-type: none"> <li>The community also has 5 rental homes ranging from \$964 - \$1,193.</li> <li>1 unusable site is not included in total sites.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Jan 2021	Jan 2022
Amount	\$27	\$30

Community Amenities			
Basketball	Clubhouse	Playground	Swimming Pool


Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	No	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$486	\$486

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

# Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Cedar Park</b> 1706 N Tennessee Blvd Murfreesboro TN 37130 615-893-1400 cedar@towermgmt.com</p> <p>All Ages Community Owned by Tower Communities, LLC</p>	

Site Info	
Homesites	173
Vacant Sites	1
Physical Occupancy	172
Repossessions	1
Inventory Homes	0
Occupied Sites*	171
Occupied Percent	99%
Rent Control	No
Single Section	90%
Multiple Section	10%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>• Vacant lot will be filled with a new inventory home.</li> <li>• Residents pay \$7.50 for trash collection service.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Jan 2021	TBD
Amount	\$17	TBD

Community Amenities			
Basketball	Billiards	Clubhouse	Gazebo
Kids Common Areas	Laundry Room	Playground	

Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	No	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
Single Section	\$498	\$498
Multi-Section	\$503	\$503
Average	\$498	\$498

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

## Nashville MSA, Tennessee JLT Market Report December 2021

### Community Information

#### Country Livin Estates

1330 Williamson Rd  
Goodlettsville TN 37072  
615-859-0569

All Ages Community  
Owned by Country Living Estates



### Site Info

Homesites	115
Vacant Sites	0
Physical Occupancy	115
Repossessions	0
Inventory Homes	0
Occupied Sites*	115
Occupied Percent	100%
Rent Control	No
Single Section	98%
Multiple Section	2%

### Customer Incentives

### Notes

- The community also has 10 rental homes ranging from \$600 - \$700.
- There will not be a rent increase in 2021.

### Market Rent Increases

	Last	Next
Date	Jan 2018	TBD
Amount	\$25	TBD

### Community Amenities

None


Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	No	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$350	\$350

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

# Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Country Meadows Manufactured Home Community</b></p> <p>75 B Waikiki Blvd Antioch TN 37013 615-249-5513</p> <p>All Ages Community</p>	

Site Info	
Homesites	295
Vacant Sites	0
Physical Occupancy	295
Repossessions	0
Inventory Homes	2
Occupied Sites*	293
Occupied Percent	99%
Rent Control	No
Single Section	67%
Multiple Section	33%

Customer Incentives	Notes
<ul style="list-style-type: none"> <li>• None</li> </ul>	<ul style="list-style-type: none"> <li>• 2 unusable sites are not included in homesites.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Oct 2021	TBD
Amount	\$35	TBD

Community Amenities			
Clubhouse	Picnic Area	Playground	RV Storage
Swimming Pool			

Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	Yes	\$20
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$584	\$564

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services



# Nashville MSA, Tennessee JLT Market Report December 2021

**Community Information**

<p><b>Countryside Village</b> 200 Early Rd. Columbia TN 38401 931-388-8412</p> <p>All Ages Community Owned by UMH Properties Inc</p>	
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Site Info	
Homesites	351
Vacant Sites	7
Physical Occupancy	344
Repossessions	0
Inventory Homes	0
Occupied Sites*	344
Occupied Percent	98%
Rent Control	No
Single Section	80%
Multiple Section	20%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>The community also has 220 rental homes ranging from \$726 - \$950.</li> <li>3 vacant lots will be filled with new inventory homes.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Aug 2021	TBD
Amount	\$27	TBD

Community Amenities			
Basketball Playground/Park	Children's Pool Swimming Pool	Clubhouse	Gated Entrance

Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	No	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$441	\$441

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

## Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>East Camp Mobile Home Park</b></p> <p>265 East Camp Trail Gallatin TN 37066 615-451-3610</p> <p>All Ages Community</p>	

Site Info	
Homesites	134
Vacant Sites	1
Physical Occupancy	133
Repossessions	0
Inventory Homes	0
Occupied Sites*	133
Occupied Percent	99%
Rent Control	No
Single Section	90%
Multiple Section	10%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>The community also has 10 rental homes ranging from \$700 - \$800.</li> <li>There will not be a rent increase in 2021.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Jan 2019	TBD
Amount	\$25	TBD

Community Amenities			
Community Garden			


Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	No	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$350	\$350

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

## Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Fairway Mobile Home Park</b></p> <p>500 Sam Davis Rd Smyrna TN 37167 615-459-6102</p> <p>All Ages Community</p>	

Site Info	
Homesites	90
Vacant Sites	0
Physical Occupancy	90
Repossessions	0
Inventory Homes	0
Occupied Sites*	90
Occupied Percent	100%
Rent Control	No
Single Section	0%
Multiple Section	100%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>• There will not be a rent increase in 2021.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Jan 2015	Mar 2022
Amount	\$50	\$50

Community Amenities
None

Service	Included In Rent	Value
Water	Yes	\$25
Sewer	Yes	\$35
Trash	Yes	\$25
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$350	\$265

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

# Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Florence Commons</b>                      8901 Florence Road                      Smyrna TN 37167                      615-223-1092                      ryan@yescommunities.com</p> <p>All Ages Community                      Owned by Yes Communities</p>	

Site Info	
Homesites	337
Vacant Sites	1
Physical Occupancy	336
Repossessions	1
Inventory Homes	3
Occupied Sites*	332
Occupied Percent	99%
Rent Control	No
Single Section	80%
Multiple Section	20%

Customer Incentives	Notes
<ul style="list-style-type: none"> <li>Move in specials.</li> </ul>	<ul style="list-style-type: none"> <li>The community also has 9 rental homes ranging from \$900 - \$1,380.</li> <li>1 unusable site is not included in total sites.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Jan 2021	Jan 2022
Amount	\$27	\$29

Community Amenities			
Business Center	Clubhouse	Exercise Room	Playgrounds - 2
Swimming Pool			

Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	Yes	\$25
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
Average	\$475	\$450

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

## Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Franklin Estates III</b> 1501 W Main St Franklin TN 37064 615-794-6203</p> <p>All Ages Community</p>	

Site Info	
Homesites	47
Vacant Sites	0
Physical Occupancy	47
Repossessions	0
Inventory Homes	0
Occupied Sites*	47
Occupied Percent	100%
Rent Control	No
Single Section	100%
Multiple Section	0%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>Residents may use the amenities at Franklin Estates I &amp; II.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Jan 2021	Jan 2022
Amount	\$20	TBD

Community Amenities
None


Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	Yes	\$21
Cable	No	
Lawn	Yes	\$16

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$660	\$623

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

# Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Franklin Estates Mobile Home Park</b></p> <p>700 West Meade Boulevard Franklin TN 37064 615-794-6203 wturner@rivstone.com</p> <p>All Ages Community</p>	

Site Info	
Homesites	335
Vacant Sites	0
Physical Occupancy	335
Repossessions	0
Inventory Homes	0
Occupied Sites*	335
Occupied Percent	100%
Rent Control	No
Single Section	92%
Multiple Section	8%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>Community offers after-school tutoring daily.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Jan 2021	Jan 2022
Amount	\$20	TBD

Community Amenities			
Basketball	Clubhouse	Community Garden	Playground
Soccer Field	Swimming Pool		


Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	Yes	\$21
Cable	No	
Lawn	Yes	\$16

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$660	\$623

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

## Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Hillsdale Estates</b> 103 Hillsdale Estates Ln Dixon Springs TN 37057  hillsdaleestates@gmail.com  All Ages Community</p>	

Site Info	
Homesites	108
Vacant Sites	10
Physical Occupancy	98
Repossessions	0
Inventory Homes	2
Occupied Sites*	96
Occupied Percent	89%
Rent Control	No
Single Section	95%
Multiple Section	5%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>The community also has 23 rental homes ranging from \$600 - \$700.</li> <li>There is a \$15 monthly sewer fee.</li> <li>The community is phasing out of rental homes for evicted residents or once a resident moves out.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Sep 2021	TBD
Amount	\$25	TBD

Community Amenities
None

Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	Yes	\$20
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$325	\$305

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

# Nashville MSA, Tennessee JLT Market Report December 2021

## Community Information

### Old Hickory Estates

500 Cheyenne Blvd  
Madison TN 37115  
615-868-9674  
oldhickory@towergmt.com

All Ages Community  
Owned by Tower Communities, LLC



## Site Info

Homesites	222
Vacant Sites	29
Physical Occupancy	193
Repossessions	0
Inventory Homes	0
Occupied Sites*	193
Occupied Percent	87%
Rent Control	No
Single Section	99%
Multiple Section	1%

## Customer Incentives

- Various move in incentives offered throughout the Referral incentives are offered.

## Notes

- The community has 80 homesites that are unusable due to flooding. These homesites are not included in total homesites.

## Market Rent Increases

	Last	Next
Date	Jan 2021	Jan 2022
Amount	\$17	TBD

## Community Amenities

Basketball River Front	Clubhouse Swimming Pool	Gated Community	Playground
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Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	No	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
Single Section	\$462	\$462
Multi-Section	\$467	\$467
Average	\$462	\$462

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services



## Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Shady Hills</b> 1508 Dickerson Pike Nashville TN 37207 615-262-3446</p> <p>All Ages Community Owned by UMH Properties Inc</p>	

Site Info	
Homesites	251
Vacant Sites	7
Physical Occupancy	244
Repossessions	WNR
Inventory Homes	WNR
Occupied Sites*	244
Occupied Percent	97%
Rent Control	No
Single Section	75%
Multiple Section	25%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>We were unable to obtain the number of vacant sites and estimated this number using the most recent satellite view.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Jan 2021	TBD
Amount	\$30	TBD

Community Amenities			
Playground			


Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	Yes	\$20
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$540	\$520

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

## Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<b>Valley View MHP I</b> 104 Fannin Dr Goodlettsville TN 37072 615-448-6613 marshallpropertyservices@gmail.com  All Ages Community	

Site Info	
Homesites	68
Vacant Sites	0
Physical Occupancy	68
Repossessions	0
Inventory Homes	0
Occupied Sites*	68
Occupied Percent	100%
Rent Control	No
Single Section	95%
Multiple Section	5%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>The community also has 50 rental homes ranging from \$1,000 - \$1,250.</li> </ul>

Market Rent Increases		
	Last	Next
Date	May 2021	TBD
Amount	\$50	TBD

Community Amenities
None

Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	No	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$525	\$525

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

# Nashville MSA, Tennessee JLT Market Report December 2021

## Community Information

### Valley View MHP II

850 C Smith Street  
Goodlettsville TN 37072  
615-448-6613  
marshallpropertyservices@gmail.com

All Ages Community



## Site Info

Homesites	60
Vacant Sites	2
Physical Occupancy	58
Repossessions	0
Inventory Homes	0
Occupied Sites*	58
Occupied Percent	97%
Rent Control	No
Single Section	95%
Multiple Section	5%

## Customer Incentives

## Notes

- The community also has 5 rental homes ranging from \$1,000 - \$1,250.

## Market Rent Increases

	Last	Next
Date	Aug 2021	TBD
Amount	\$50	TBD

## Community Amenities

None


Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	No	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$525	\$525

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

# Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Village Hills Mobile Home Community</b></p> <p>3701 Dickerson Road Nashville TN 37207 615-868-6666 rwingo@comcast.net</p> <p>All Ages Community Owned by Village Hills Mobile Home Community</p>	

Site Info	
Homesites	116
Vacant Sites	0
Physical Occupancy	116
Repossessions	WNR
Inventory Homes	WNR
Occupied Sites*	116
Occupied Percent	100%
Rent Control	No
Single Section	90%
Multiple Section	10%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>We were unable to obtain the number of vacant sites and estimated this number using the most recent satellite view.</li> <li>We were unable to obtain the rent history.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Unknown	TBD
Amount	Unknown	TBD

Community Amenities
None


Service	Included In Rent	Value
Water	No	\$20
Sewer	No	
Trash	Yes	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
Average	\$420	\$400

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

# Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Weatherly Estates</b> 271 Weatherly Drive Lebanon TN 37087 615-453-2600</p> <p>All Ages Community Owned by UMH Properties Inc</p>	

Site Info	
Homesites	270
Vacant Sites	0
Physical Occupancy	270
Repossessions	0
Inventory Homes	0
Occupied Sites*	270
Occupied Percent	100%
Rent Control	No
Single Section	90%
Multiple Section	10%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>The community also has 118 rental homes ranging from \$740 - \$810.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Oct 2021	TBD
Amount	\$28	TBD

Community Amenities			
Basketball	Gated Community	Picnic Area	Playground

Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	Yes	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
All Homesites	\$468	\$468

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services

# Nashville MSA, Tennessee JLT Market Report December 2021

Community Information	
<p><b>Woodland Mobile Village</b> 707 W 12th St Columbia TN 38401</p> <p>All Ages Community</p>	 <p style="text-align: center; font-size: small;">TYPICAL STREET</p>

Site Info	
Homesites	130
Vacant Sites	2
Physical Occupancy	128
Repossessions	WNR
Inventory Homes	WNR
Occupied Sites*	128
Occupied Percent	98%
Rent Control	No
Single Section	100%
Multiple Section	0%

Customer Incentives	Notes
	<ul style="list-style-type: none"> <li>We were unable to obtain the number of vacant sites and estimated this number using the most recent satellite view.</li> <li>We were unable to obtain the rent history.</li> </ul>

Market Rent Increases		
	Last	Next
Date	Unknown	TBD
Amount	Unknown	TBD

Community Amenities
None

Service	Included In Rent	Value
Water	No	
Sewer	No	
Trash	No	
Cable	No	
Lawn	No	

Site Type	Market Rent	Adjusted Rent**
Average	\$250	\$250

\*Rent Paying Resident Occupied Homesites

\*\*The Adjusted Rent is the Current Rent less the value of the Included Services