



# HOUSING MARKET ANALYSIS

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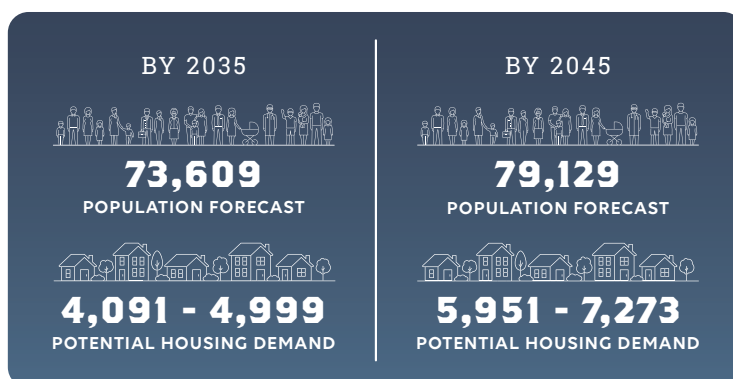
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# HOUSING MARKET ANALYSIS

## TIPTON COUNTY, TN

### EXECUTIVE SUMMARY

The West TN Planning Population Forecast for Tipton County projects that the county population will increase from 61,656 to 73,609 by 2035 and to 79,129 by 2045. This translates into potential demand of 4,091 to 4,999 housing units by 2035 and a total of 5,951 to 7,273 units by 2045.



The range of projected housing unit demand is derived from the average number of people per household. Currently, Tipton County has one of the highest average household sizes (2.63) in comparison to the rest of the BlueOval City (BOC) impact region. As BOC and other new economic growth attract more working-age families with children, it is projected that the average household size will remain at this level for Tipton County.

With a Tennessee Certified Site and the county's proximity to BOC, Tipton County is poised to attract tier 2 and 3 suppliers and ancillary other employers, creating more jobs in the local economy. Tipton County is also a net out-commute county with workers choosing to live in Tipton County and commute to their jobs in other counties. This pattern is projected to continue. These anticipated growth factors are considered in the housing demand forecast.

The average income of households in Tipton County will support a range of home values and rents. Homes ranging in price from \$120,393 to \$490,048, and rental rates ranging from \$1,124 per month to \$3,165 per month can be supported by the household incomes in the county.



Currently, there is some capacity in the availability of single-family homes, with approximately 215 listed for sale in Tipton County at the time this report was compiled. There are also 70 residential lots listed for sale. While this does not meet the future demand, it does make Tipton County a key early location for BOC employees to find housing, with commute times to BOC ranging from 25-40 minutes.

Housing starts and sales in Tipton County have been relatively active, with 366 homes sold from January through June 2023. The average number of new housing starts throughout the county from 2020 through 2023 was 212 per year, versus an average of 44 for the 19 non-metro counties in the West Tennessee.

The current potential pipeline of residential housing units is 3,033 single-family units, with 1,375 of these units in Covington, 1,142 in Munford, 223 in Atoka, 290 in Brighton, and 3 in Garland.



New construction will be needed to meet the forecasted demand of 2035 and 2045 for both single-family and multi-family housing opportunities.

There are a number of constraints to reaching the full potential for housing development in Tipton County. Even though some land is available, development will require substantial investments in infrastructure. Sewer and water capacity is a known constraint in much of the county. Road capacity is also inadequate in many areas to accommodate the increased residential and commercial traffic, and there is a demand for an east-west corridor through the county.

A mathematical analysis finds that there is capacity to develop approximately 6,600 housing units within the town limits of Atoka, Brighton, Burlison, Covington, Garland, Gilt Edge, Mason, and Munford. This analysis was based on existing land use and residential patterns in the municipalities and the county. It does not account for any potential development that may occur in unincorporated areas. Maps illustrating this potential capacity are included in this report.

**THIS ANALYSIS FINDS THAT THERE IS SUFFICIENT DEVELOPABLE  
LAND TO MEET THE FORECASTED HOUSING DEMAND.**

It is recommended that, as much as possible, development be focused within town limits first, and then within the UGBs in locations that have water, sewer and other utilities.

Providing a mix of residential housing choices in town limits may help lower the immediate need for new public infrastructure, attract developers looking for infill development opportunities, and increase the speed of residential development to meet the rising demand for housing. Concentrating development also preserves agricultural land, desirable natural areas, and environmentally sensitive areas.

During the listening sessions conducted during the initial phase of the West TN Planning process, local leaders expressed concern over electrical, water, and wastewater capacity limitations. Significant growth will require increased utility capacity.

Infilling vacant parcels, redeveloping substandard housing and commercial areas, and providing additional housing density can be accomplished without detrimental effects on the character of the communities. Leaders in Covington, the county's largest city and county seat, indicated a desire to redevelop areas of blight, increase housing availability, and stabilize housing prices.

While most municipalities in Tipton County have some market-rate multi-family housing complexes, they are at full occupancy. Atoka has one large-scale (150+ units) market-rate apartment complex, and Covington has two larger multi-family complexes with more than 100 units. Additional developments of this type with amenities such as pools and play areas are in demand. Of the 5,600-7,300 forecasted housing unit demand, 1,500-1,800 units could be met with multi-unit apartment complexes.



## STUDY BACKGROUND

In late 2021, Governor Bill Lee announced that Ford Motor Company and SK Innovation selected the 3,600-acre Megasite in Haywood County for a vehicle assembly and battery manufacturing campus. This Ford Motor Company campus, known as BlueOval City (BOC), is expected to spur additional industrial, commercial, and residential development throughout West Tennessee.

As a result, many of the predominantly rural communities in the region face unprecedented growth and development. In response to this, Tennessee Department of Economic and Community Development (TNECD) is overseeing a five-year West Tennessee Planning effort to assist these communities as they prepare for the anticipated growth catalyzed by BlueOval City. The West TN Planning team is working with state, regional, and local agencies to understand the regional impact of all aspects of community development.

TNECD identified eight significant impact counties within a 60-minute drive of BOC that will see the most immediate development changes in the next ten years. This region will be referenced as the "Impact Zone" in this report. Map 1 on the next page depicts the 21-county West Tennessee Region and the Impact Zone.

West TN Planning identified the need for a housing study specific to each of the 21 counties in the region to provide consistent baseline data, identify specific housing demand, and signal opportunity for investment. Eighteen housing market studies will be completed as part of this effort. A housing analysis was released in 2022 for Jackson-Madison County, Shelby County has recent and ongoing housing studies conducted by various groups, and Dyer County's housing market analysis, funded by the ThreeStar program, will be released this year. A regional housing overview will also be compiled for the Impact Zone, which will include findings from Lauderdale, Crockett, Haywood, Tipton, Fayette, and Hardeman Counties as well as findings from Madison County (Jackson metro) and Shelby County (Memphis metro).

This report examines the potential demand for housing in Tipton County projected to be generated by BOC and compares that demand to the existing housing market and to the capacity for new housing development based on general land use.



## POPULATION PROJECTIONS

TNECD's West TN Planning effort produced the *West TN Regional Assessment Forecasts for Population* in September 2023. That report anticipates a regional population increase of more than 109,500 individuals by 2035 and more than 176,300 by 2045.

Tipton County has been one of the leading counties in growth in West Tennessee growing 36.4% between 1990 and 2000 and 19.1% in 2000-2010. Population growth leveled out during the period between 2010-2020, with the 2020 census showing a population of 60,970. Population projections from the Tennessee State Data Center, made years prior to the announcement of BOC, predicted modest growth of less than a half percent for Tipton County through 2070.

BOC and the multiplier effect it will create is expected to dramatically change the population trends and create unprecedented housing demand in West Tennessee, and it is projected that Tipton County will return to a higher rate of growth. At full production in 2027, Ford and SK have announced they plan to directly employ 5,760 workers. Economic impact analyses show that 19,621 total jobs will be created in West Tennessee as a result of BOC operations.

Population growth was allocated to each county based on an algorithm of factors that influence where people choose to live. The factors that highly favor Tipton County as a residential location include history of growth, highly rated school systems, and potential for attracting other economic development projects. Additionally, Tipton County's proximity to the BlueOval campus makes it a desirable location for workers locating to the region for employment. The West TN Planning population forecast for Tipton County has projected growth of approximately 17,473 people from 2022 to 2045 as shown below.

**TABLE 1 | POPULATION PROJECTIONS**

County	2022 Estimate from Census Bureau	2025 Projection	2030 Projection	2035 Projection	2040 Projection	2045 Projection	Cumulative Change 2022-2045
Tipton	61,656	66,000	70,828	73,609	76,279	79,129	17,473

*Data Compiled: August 2023 – Based on BOC Operations and related or “downstream” growth  
Source: “West TN Regional Assessment Forecasts for Population,” Younger Associates*

The 15- to 40-minute commute times to the BOC campus from Tipton County communities were a strong positive factor in the rating system. Tipton County's public schools were given the highest rating, a 5 on a scale of 1 to 5, which is a strong factor for attracting population growth.

Additionally, the algorithm recognized the positive potential of the county's certified industrial site. This fully prepared site provides an advantage in attracting BOC suppliers and other industrial growth that is likely to be spurred in the region.

Quality-of-life amenities such as retail, entertainment and personal services are somewhat limited county-wide, with the largest municipalities providing some amenities. Retail and personal services can follow population and housing growth, particularly if commercial development and public recreation are planned in conjunction with residential development. In listening sessions conducted during the initial phase of the West TN Planning process, many community leaders expressed a need for more retail and quality-of-life amenities and are currently working to engage a retail consultant.

A summary of the population growth algorithm for Tipton County is provided on the next page.



**TABLE 2 | POPULATION GROWTH ALGORITHM SUMMARY – 2022-2035**

Scoring Matrix	Criteria	Tipton Matrix Score
<b>LOCATION</b> Scale of 0-3 Score = 3x Rating	0 = 60+ minutes from site 1 = 35-59 minutes from site 2 = 21-34 minutes from site 3 = 20 minutes or less from site	8.0
<b>PROPENSITY TO ATTRACT BOC SUPPLIERS</b>	One Point for Each Certified Site	2.0
<b>ANNOUNCED JOBS</b> (excluding BOC) Scale 0-5	2021 - June 2023 0 = 0-99 1 = 100-299 2 = 300-599 3 = 600-999 4 = 1000-2000 5 = 2000+	1.0
<b>AVAILABLE HOUSING</b> Scale of 1 - 3	Based on: Number of homes listed on the market as of July 2023; Number of apartment units listed online as of July 2023; Building permits 2020 - June 2023; and Potential for multi-family development (years 35-45)	1.8
<b>QUALITY OF SCHOOLS</b> Scale 0-5	Based on: Average ACT, Percentage of Graduates moving to Post Secondary Education, Proficiency Rates for Math and Science for 3rd and 5th Grades	5.0
<b>AMENITIES</b> Scale -1 to 4	Retail Inleakage, Outleakage, and Unmet Demand for Potential Growth	0.5
Scale 0-2	Primary Campus of Four-Year University	0.0
Scale 0-1	Developable Waterfront Property	0.0
<b>POPULATION TRENDS</b> State Projected Growth Trend Scale -2 to +3	-2 = Greater than -.4 -1 = -.4 to -.2 0 = -.2 to 0 1 = 0 to 1 2 = 1 to 2 3 = Greater than 2	2.0
<b>MSA</b> Yes = 1	Meets MSA Designation Criteria	1.0
<b>Total</b>		20.3

Data Compiled: August 2023

Source: "West TN Regional Assessment Forecasts for Population," Younger Associates (Full algorithm for all West Tennessee Counties are found in the "West TN Regional Assessment Forecasts for Population")

## EMPLOYMENT & COMMUTE PATTERNS

Tipton County has an existing base of major employers that will continue to attract workers and support demand for housing. The top 10 industrial employers in Tipton County are listed below by number of employees.

### TIPTON COUNTY TOP 10 INDUSTRIAL/DISTRIBUTION EMPLOYERS

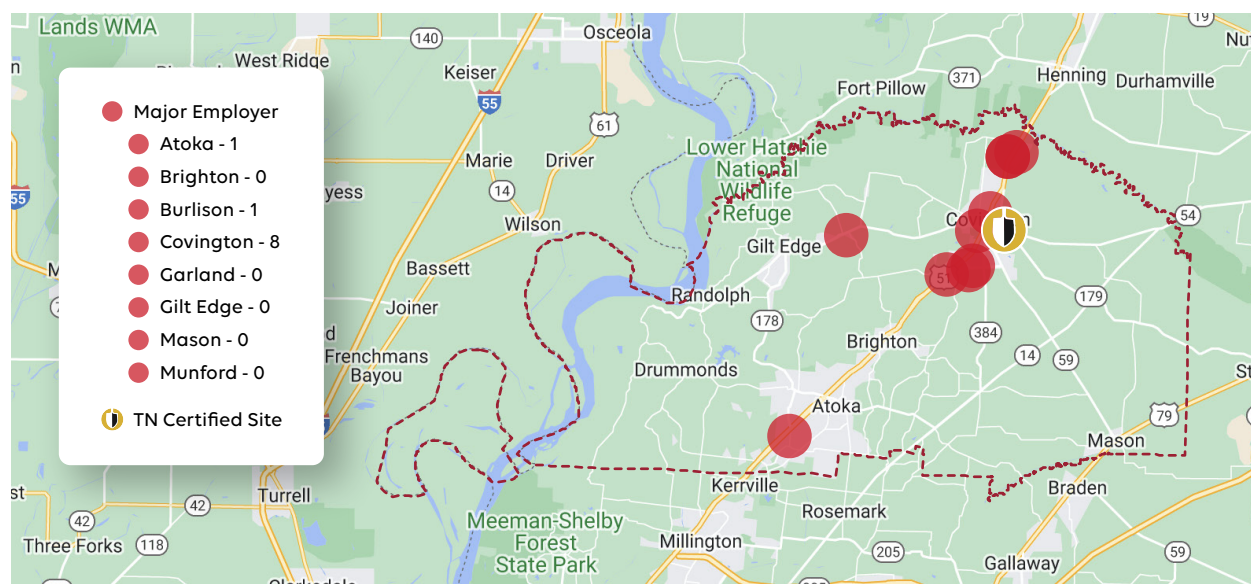
- |                         |                                     |
|-------------------------|-------------------------------------|
| 1. Unilever – 700       | 6. Mueller Industries – 150         |
| 2. Charms – 400         | 7. United States Cold Storage – 150 |
| 3. Rose Companies – 250 | 8. H.T. Hackney – 125               |
| 4. Tops – 175           | 9. Finishing Innovations – 70       |
| 5. Jay-Ton – 150        | 10. VF Imagewear, Inc. – 65         |

While Tipton County has not had any new industrial announcements during the period from January 2021 to March 2024, it does have a certified site making them a likely choice for automotive part suppliers and distribution companies. Elected leaders in the county report progress in the development and promotion of additional large industrial tracts. As the list above shows, Tipton County has a history of attracting a range of industrial employers.

Map 2 on the next page shows recent economic development projects announced in West Tennessee and the locations of certified industrial sites in the region. The location of the certified site in Covington is beneficial.

The *West TN Planning Regional Assessment Forecasts for Employment* analyzes the types of support industries and jobs that will be created to bolster the economic growth generated by BOC. This report was produced by TNECD's West TN Planning effort in October 2023. It provides information on jobs by occupation type as well as regional and national wage rates. With a Tennessee Certified Site and the county's proximity to BOC, Tipton County is poised to attract tier 2 and 3 suppliers as well as other employers, creating more jobs in the local economy.

### GRAPHIC 1 | TIPTON COUNTY MAJOR EMPLOYERS & CERTIFIED SITES





### 21-County West TN Region Total

Jobs: 13,256  
Investment: \$8.0 Bil

**Benton County**  
Jobs: 70 • Investment: 12.3 Mil

**Carroll County**  
Jobs: 588 • Investment: \$34.7 Mil

**Chester County**  
Jobs: 30 • Investment: \$5.0 Mil

**Crockett County**  
Jobs: 35 • Investment: \$3.9 Mil

**Fayette County**  
Jobs: 611 • Investment: \$208.1 Mil

**Gibson County**  
Jobs: 318 • Investment: \$56.6 Mil

**Hardeman County**  
Jobs: 172 • Investment: \$14.4 Mil

**Hardin County**  
Jobs: 20 • Investment: \$1.0 Mil

**Haywood County**  
Jobs: 7,073 • Investment: \$6.4 Bil

**Henderson County**  
Jobs: 155 • Investment: \$16.1 Mil

**Henry County**  
Jobs: 163 • Investment: \$11.4 Mil

**Lake County**  
Jobs: 140 • Investment: \$150.0 Mil

**Madison County**  
Jobs: 991 • Investment: \$779.9 Mil

**McNairy County**  
Jobs: 187 • Investment: \$35.6 Mil

**Obion County**  
Jobs: 20 • Investment: \$1.4 Mil

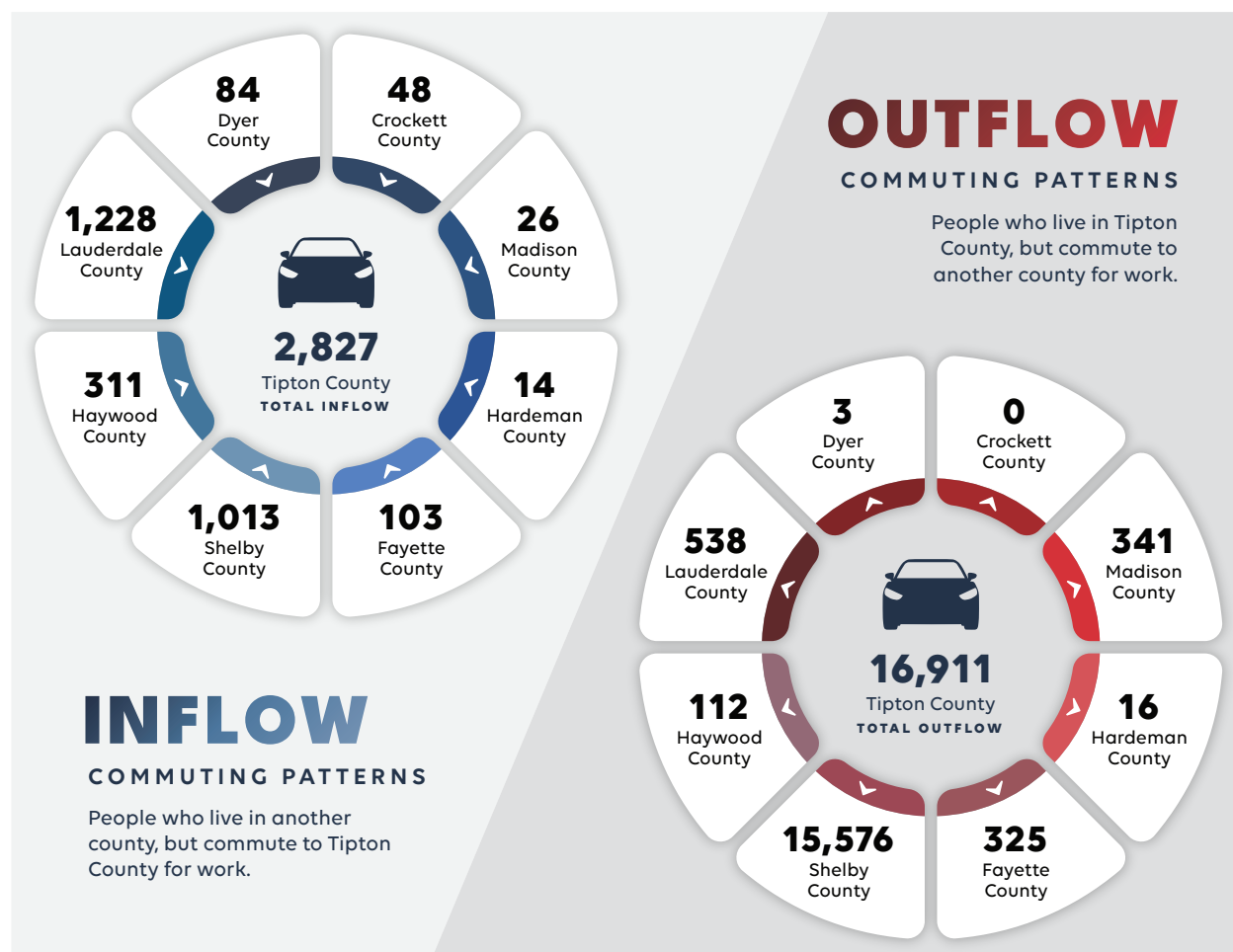
**Shelby County**  
Jobs: 2,647 • Investment: \$324.3 Mil

**Weakley County**  
Jobs: 36 • Investment: \$2.2 Mil



Graphic 2 displays the commute patterns among workers in the contiguous and nearby counties with the highest commuting activity into and out of Tipton County. Historically, a significant proportion of workers living in Tipton County have commuted to other counties, where there is a higher density of jobs and more diversity of available occupations.

**GRAPHIC 2 | COMMUTE PATTERNS**



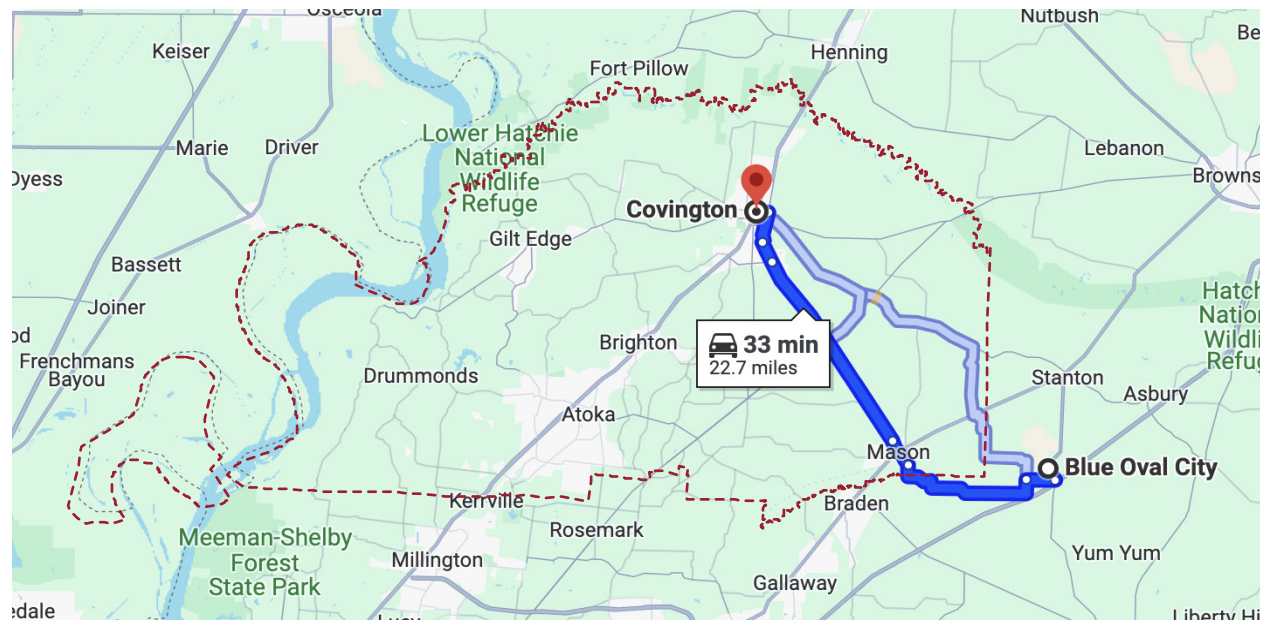
Source: U.S. Census Bureau: County to County Commuting Flows- ACS 2016-2020, Younger Associates

Approximately 9,700 people live and work in Tipton County, while an estimated 17,000 workers travel outside the county for employment. Among the counties depicted, approximately 2,800 people in-commute to Tipton County for work.

Tipton County has historically been a residential location of choice for workers in a number of surrounding counties, particularly Shelby County. Highly-rated public schools have attracted working-age families to live in Tipton County. This pattern is projected to continue.

In the past decade, the creation of new suburban school districts in Shelby County has shifted some of the growth toward those suburbs with highly-rated schools. However, Tipton County remains an attractive place to live for workers in neighboring rural counties.

### GRAPHIC 3 | COMMUTE FROM COVINGTON TO BLUEOVAL CITY



In the early years of BOC operations, it is expected that a large number of workers will in-commute to the campus from other counties where housing is more readily available. Later, as more housing is constructed nearer the BlueOval campus, workers may choose to locate closer to their place of work.

Covington is located approximately 23 miles from BOC while Atoka, Brighton, Gilt Edge and Munford are approximately 30-40 minutes from BOC.

- » Gilt Edge – 44 minutes
- » Munford – 38 minutes
- » Atoka – 33 minutes
- » Brighton – 34 minutes
- » Covington – 33 minutes
- » Mason – 15 minutes
- » Burlison – 41 minutes
- » Garland – 41 minutes

Munford and Atoka have experienced substantial growth over the past two decades and have active builders and developers who are familiar with development opportunities in these communities. Along with Brighton, these communities could supply some of the housing for the early years of BOC.

Covington's 28-33 minute commute to BOC is within range of the state and national average commute times. There is land available for development including sites within the southern portion of the Urban Growth Boundary which is closest to BOC.

Mason, which is planning to complete a community development plan and has municipal water and sewer that is undergoing a capacity study, is the closest Tipton County city to BOC. The commute time from Mason is only 15 minutes via U.S. Hwy 79, however, there are currently limited amenities and no school facilities nearby Mason, which can affect where families want to locate.

It should be noted that drive times are subject to change due to time of day and route selected.

## PROJECTED HOUSING DEMAND

Population growth projections can be translated into housing demand based on average household size. Projections can be further estimated with regard to single-family households and multi-family households based on historical, local, and regional patterns.

Based on these factors, it is projected that demand for housing in Tipton County by 2035 will range from 4,091 to 4,999 additional units. Tables 3A - 3C show unconstrained housing demand projections for Tipton County. These projections are driven by population only and are not constrained by factors such as infrastructure capability and land available for development.

**TABLE 3A | HOUSING DEMAND PROJECTIONS – 2035**

Projected Housing Demand by 2035		
2035 Projected Population Growth <sup>1</sup>	11,953	
Average Number Per Household Unit <sup>2</sup>	2.63	
Percent of Owner-Occupied Housing Units <sup>3</sup>	74.16%	
Percent of Renter-Occupied Housing Units <sup>3</sup>	25.84%	
	Low Range	High Range
<b>Projected Total Housing Units</b>	<b>4,091</b>	<b>4,999</b>
Projected New Owner-Occupied Housing Units	3,034	3,708
Projected New Renter-Occupied Housing Units	1,057	1,291

1. Data from the "West TN Regional Assessment Forecasts for Population" report.

2. 2024 Claritas Environics estimate based on 2020 Census data.

3. The percentage of Owner- and Renter-Occupied housing units were adjusted to reflect the state average for counties with high concentrations of Section 8 and government housing units.

**TABLE 3B | HOUSING DEMAND PROJECTIONS – 2035-2045**

Projected Housing Demand 2035-2045		
2035-2045 Projected Population Growth <sup>1</sup>	2,067	
2045 Projected Number Per Household Unit <sup>2</sup>	2.67	
Percent of Owner-Occupied Housing Units <sup>3</sup>	74.16%	
Percent of Renter-Occupied Housing Units <sup>3</sup>	25.84%	
	Low Range	High Range
<b>Projected Total Housing Units</b>	<b>1,861</b>	<b>2,273</b>
Projected New Owner-Occupied Housing Units	1,380	1,686
Projected New Renter-Occupied Housing Units	481	587

1. Data from the "West TN Regional Assessment Forecasts for Population" report.

2. Assumes a 15% increase in the number of persons per household based on 2020 Census data from 2024 Claritas Environics.

3. The percentage of Owner- and Renter-Occupied housing units were adjusted to reflect the state average for counties with high concentrations of Section 8 and government housing units.



**TABLE 3C | HOUSING DEMAND PROJECTIONS – TOTAL BY 2045**

Total Housing Units Needed by 2045		
	Low Range	High Range
<b>Projected Total Housing Units</b>	<b>5,952</b>	<b>7,272</b>
Projected New Owner-Occupied Housing Units	4,414	5,394
Projected New Renter-Occupied Housing Units	1,538	1,878

All market-rate apartment complexes within the county have reported being at capacity.

Low-income housing is also at capacity, with local housing authority officials reporting that all units (248 in Covington alone) were full and there was a waiting list of about 125 people. Some Section 8 vouchers issued in the past few months have not been utilized. The potential renters who have been issued these vouchers could not find a rental unit for the value of the voucher because rental prices have been driven up by market-rate renters seeking housing in Tipton County.

While Tipton County's percentage of renter-occupied units is lower than the region and state average, the demand for rental housing units is high. Part of this demand is from families who can't afford the homes available in the county, therefore renting is the alternative.

The wage rates related to BOC will not directly generate demand for rent-subsidized housing. However, a wide range of home prices and rental rates will be needed to match household affordability across income levels and locations.

Table 3D shows the projected housing demand distributed by the number of bedrooms per unit. This distribution is based on current occupied housing units. Tipton County has a large population of families with children and that is projected to continue in future years, which drives demand for larger homes with more bedrooms.

**TABLE 3D | DISTRIBUTION OF HOUSING UNITS BY ROOMS**

Distribution of Housing Units by Number of Rooms <sup>1</sup>			
	Percentage	Low Range	High Range
<b>Projected Total Housing Units</b>	<b>100%</b>	<b>5,952</b>	<b>7,272</b>
One Bedroom or Less	2.4%	143	175
2-3 Bedrooms	72.6%	4,321	5,279
4 Bedrooms or More	25.0%	1,488	1,818

1. U.S. Census Bureau American Community Survey 2022 Housing Occupancy by Bedroom for Tipton County.

## PROJECTED HOUSING AFFORDABILITY

Multiple national studies published since 2020 have shown that the availability of housing, especially that workers can reasonably afford based on their household wages, is among the top three factors in determining where people choose to locate. The other consistently top-rated location decision factors are proximity to high quality public education and commute time to work.

Table 4 below shows the range of home prices that are considered affordable by mortgage lenders based on the existing average annual household wages in Tipton County, and on wages projected to be paid by Ford and SK at BlueOval City.

Table 4 also shows the range of rental rates that are affordable based on single-income and double-income households earning the Tipton County annual average wage, and the BlueOval projected wage rates. The estimated rental rates are based on national studies of rental cost to income, which indicate that approximately 30% of income is the normal range for an affordable, comfortable monthly rental rate.

**TABLE 4 | SINGLE-FAMILY DWELLING & RENTAL PURCHASING POWER – 2025**

Projected Annual Average Wage	2023	2024	2025
Tipton County <sup>1</sup>	\$46,527	\$48,853	\$51,296
BlueOval City (BOC) Production <sup>2</sup>	\$43,680	\$45,864	\$48,517
BlueOval City (BOC) Technical <sup>2</sup>	\$55,561	\$58,339	\$61,256

Estimated Home Purchasing Power Range <sup>3</sup>	Low Range	High Range
Tipton County Annual Average Wage – 1 Earner	\$134,652	\$215,443
Tipton County Annual Average Wage – 2 Earners	\$269,304	\$430,887
BOC Production Annual Average Wage – 1 Earner	\$120,393	\$192,629
BOC Production Annual Average Wage – 2 Earners	\$240,786	\$385,258
BOC Technical Annual Average Wage – 1 Earner	\$153,140	\$245,024
BOC Technical Annual Average Wage – 2 Earners	\$306,280	\$490,048

Estimated Monthly Rent Power Range <sup>4</sup>	Low Range	High Range
Tipton County Annual Average Wage – 1 Earner	\$1,257	\$1,391
Tipton County Annual Average Wage – 2 Earners	\$2,514	\$2,783
BOC Production Annual Average Wage – 1 Earner	\$1,124	\$1,244
BOC Production Annual Average Wage – 2 Earners	\$2,247	\$2,488
BOC Technical Annual Average Wage – 1 Earner	\$1,429	\$1,582
BOC Technical Annual Average Wage – 2 Earners	\$2,859	\$3,165

1. Based upon data from the Tennessee Department of Labor; Annual Average Wage for Tipton County, 2022 for all industries with a 5% inflation factor applied for each year until 2025.

2. Supplied by Tennessee Department of Community and Economic Development based on announced wages in 2022 with a 5% inflation factor for each year until 2025.

3. Fidelity Viewpoints June 2022 recommends a mortgage range of 3-5X annual income.

4. RentCafe.com suggests 30% of annual income for a comfortable and affordable monthly rental rate.



**AFFORDABLE  
HOUSING  
VALUE RANGE**

**\$120,393**

LOWEST WAGE  
ONE-INCOME  
HOUSEHOLD

**\$490,048**

HIGHEST WAGE  
TWO-INCOME  
HOUSEHOLD



**AFFORDABLE  
MONTHLY  
RENT RANGE**

**\$1,124**

LOWEST WAGE  
ONE-INCOME  
HOUSEHOLD

**\$3,165**

HIGHEST WAGE  
TWO-INCOME  
HOUSEHOLD

# CURRENT HOUSING MARKET

Tipton County has experienced a small upswing of new housing starts over the past three years, and Munford and Atoka have experienced steady housing growth over many years. However, the construction and residential development pipeline will not currently meet the unconstrained population and housing demand forecast.

The Impact Zone housing market, similar to the national housing market, is experiencing a sustained shortage of available homes. New residential construction has not returned to the levels prior to the 2007-2008 financial crisis. Additionally, the COVID-19 pandemic, followed by related housing material shortages, supply chain disruptions, and lack of available labor in the skilled trades have exacerbated the shortage.

## SINGLE-FAMILY HOUSING STATISTICS

In most rural areas in West Tennessee, the rate of new housing starts has been very low. However, Tipton County is an exception, experiencing sustained growth in new single-family dwellings. The average number of new housing starts per year since 2020 is 212 in Tipton County versus 44 for the 19 non-metro counties in West Tennessee.

**TABLE 5 | HOUSING STARTS COMPARISON**

	Tipton County	Non-Metro West TN Region
Year	Total Housing Starts	Average Housing Starts Per County
2020	211	26.2
2021	263	28.5
2022	181	65.2
2023	192	56.6
2024 (Jan-May)	73	29.8

Source: 2024 U.S. Census Bureau

The age of Tipton County's housing stock stands out in the West Tennessee region, with a median house age of 32 years compared to the state average of 38 years. This difference is primarily due to the construction of over 11,000 homes between 1990 and 2009. Table 6 shows the age range of housing for Tipton County, for the Impact Zone non-metro areas, and for Tennessee.



**TABLE 6 | AGE OF OWNER-OCCUPIED HOUSING UNITS**

	Tipton County		Impact Zone (Non-Metro Areas)		State of TN	
	Count	%	Count	%	Count	%
<b>2024 Est. Housing Units by Year Structure Built</b>						
Built 2020 or Later	642	2.61	2,111	2.67	126,984	4.03
Built 2010 to 2019	1,544	6.28	5,148	6.50	299,919	9.53
Built 2000 to 2009	5,010	20.36	14,709	18.58	486,336	15.45
Built 1990 to 1999	6,389	25.96	15,847	20.02	528,972	16.80
Built 1980 to 1989	3,159	12.84	10,216	12.90	412,165	13.09
Built 1970 to 1979	3,360	13.65	11,915	15.05	448,106	14.23
Built 1960 to 1969	1,776	7.22	7,732	9.77	295,192	9.38
Built 1950 to 1959	1,296	5.27	4,647	5.87	253,547	8.05
Built 1940 to 1949	580	2.36	2,911	3.68	127,624	4.05
Built 1939 or Earlier	851	3.46	3,932	4.97	169,147	5.37
<b>2024 Housing Units by Year Structure Built</b>						
2024 Est. Median Year Structure Built	1992		1988		1987	

Source: Claritas Environics 2024 Data

The median value of existing homes in Tipton County is \$216,211, which is below the state median value but significantly higher than the median value in the Impact Zone. Table 7 shows number of homes by value range.

**TABLE 7 | HOUSING UNITS BY VALUE**

	Tipton County		Impact Zone (Non-Metro Areas)		State of TN	
	Count	%	Count	%	Count	%
<b>2024 Est. Owner-Occupied Housing Units by Value</b>						
Value Less Than \$20,000	245	1.42	1,311	2.49	37,743	2.02
Value \$20,000 - \$39,999	513	2.98	1,810	3.43	39,994	2.14
Value \$40,000 - \$59,999	303	1.76	1,671	3.17	40,283	2.15
Value \$60,000 - \$79,999	555	3.23	2,756	5.23	59,043	3.16
Value \$80,000 - \$99,999	931	5.41	3,702	7.02	73,713	3.94
Value \$100,000 - \$149,999	2,126	12.35	8,689	16.48	197,373	10.55
Value \$150,000 - \$199,999	3,034	17.63	7,314	13.88	205,333	10.97
Value \$200,000 - \$299,999	4,748	27.59	10,667	20.24	392,633	20.98
Value \$300,000 - \$399,999	2,576	14.97	6,488	12.31	287,869	15.38
Value \$400,000 - \$499,999	1,209	7.02	3,428	6.50	199,656	10.67
Value \$500,000 - \$749,999	675	3.92	2,931	5.56	180,847	9.67
Value \$750,000 - \$999,999	141	0.82	1,128	2.14	84,454	4.51
Value \$1,000,000 - \$1,499,999	117	0.68	500	0.95	43,488	2.32
Value \$1,500,000 - \$1,999,999	33	0.19	194	0.37	14,073	0.75
Value \$2,000,000 or more	6	0.04	123	0.23	14,552	0.78
<b>2024 Est. Median All Owner-Occupied Housing Value</b>	<b>\$216,211</b>		<b>\$193,341</b>		<b>\$269,743</b>	

Source: Claritas Environics 2024 Data

The number of homes sold in Tipton County has been higher than some of the other rural counties in West Tennessee with 366 sales in the first six months of 2023 as shown in the table below. Map 3 on the following page depicts where the home sales were located in the county.

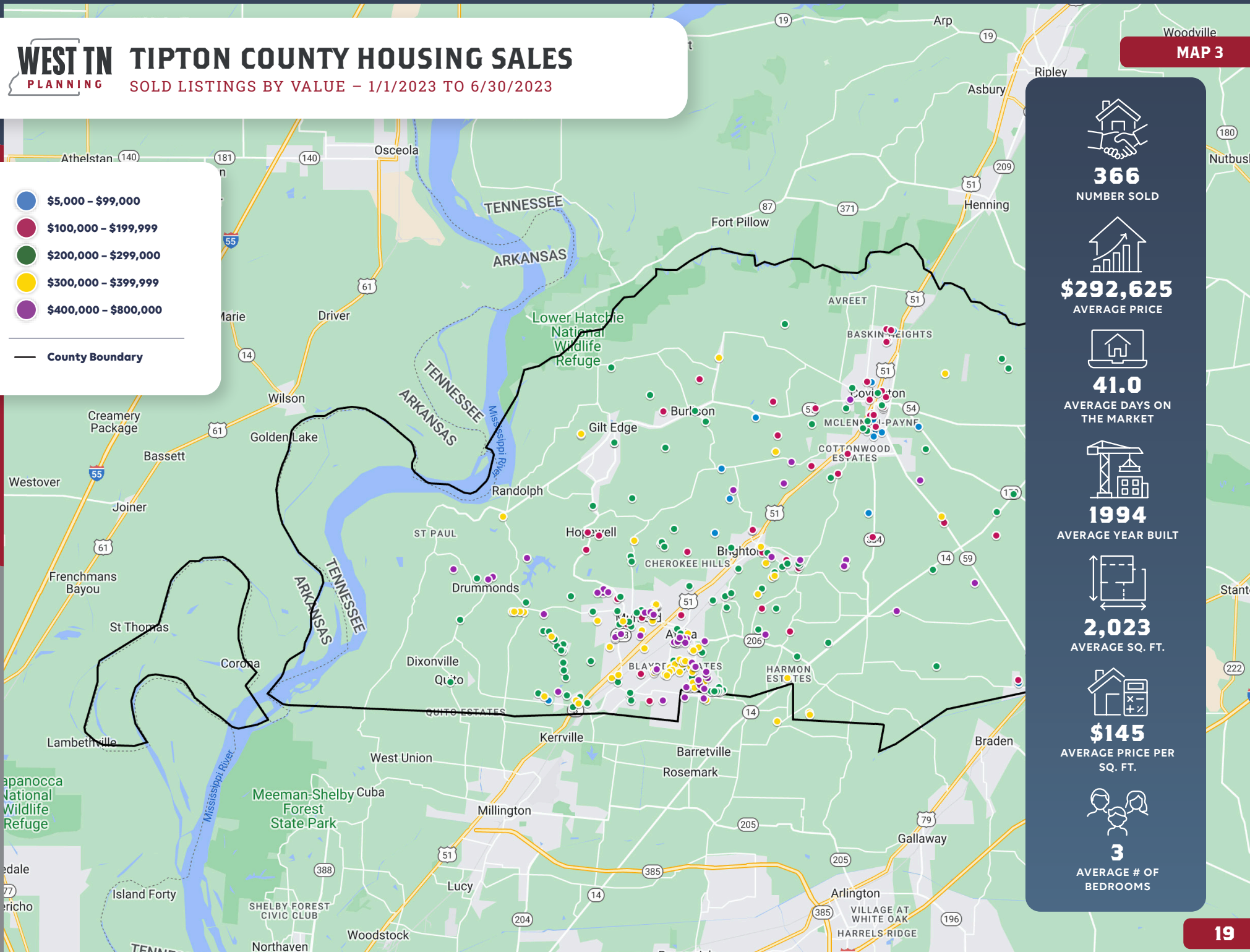
**TABLE 8 | SOLD HOUSES – JANUARY 2023 TO JUNE 2023**

	Tipton
Number Sold	366
Average Price	\$292,625
Average Days on the Market	41.0
Average Year Built	1994
Average Sq. Ft.	2,023
Average Price per Sq. Ft.	\$145
Average # of Bedrooms	3

Source: Multiple Listing Service (MLS)



— County Boundary



**366**

NUMBER SOLD



**\$292,625**

AVERAGE PRICE



**41.0**

AVERAGE DAYS ON THE MARKET



**1994**

AVERAGE YEAR BUILT



**2,023**

AVERAGE SQ. FT.



**\$145**

AVERAGE PRICE PER SQ. FT.



**3**

AVERAGE # OF BEDROOMS

A query of homes on the market in July 2024 revealed 216 single-family dwellings and 70 residential lots for sale throughout the county as summarized in Table 9. Unlike some of the other counties in West Tennessee, where only one or two communities have seen new housing starts and have homes for sale, almost every municipality in Tipton County had some available houses for sale.

**TABLE 9 | TIPTON COUNTY SINGLE-FAMILY DWELLINGS & LOTS**

City	Single-Family Dwellings	Lots
Atoka	53	15
Brighton	25	11
Burlison	3	4
Covington	67	13
Mason	8	20
Munford	60	7
<b>Total</b>	<b>216</b>	<b>70</b>

Source: REALTOR.com

Based on the current rate of housing absorption, 216 houses would represent 3.5 months of single-family housing inventory.



# MULTI-FAMILY HOUSING STATISTICS

Currently, there are approximately 700 multi-family housing units in Tipton County. While some of these complexes accept Section 8 vouchers, most have rents at market rate ranging from \$750 to \$1,400. Atoka, Brighton, Covington, and Munford all have privately-owned multi-family complexes, three of them larger than 100 units.

**TABLE 10 | OWNER- VS RENTER-OCCUPIED HOUSING UNITS**

	Tipton County		Impact Zone (Non-Metro Areas)		State of TN	
	Count	%	Count	%	Count	%
2024 Est. Occupied Housing Units – Owner- vs Renter- Occupied						
Housing Units, Owner-Occupied	17,212	74.16	52,712	72.43	1,871,054	65.68
Housing Units, Renter-Occupied	5,996	25.84	20,062	27.57	977,654	34.32

Source: Claritas Environics 2024 Data

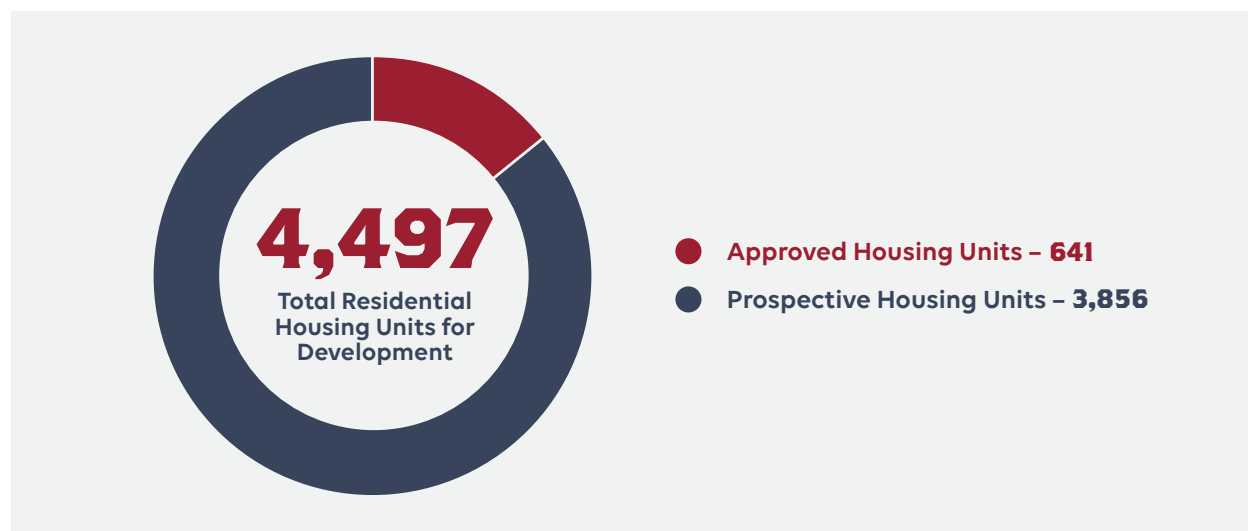
The percentage of renter-occupied units in Tipton County (25.84%) is lower than the average in the non-metro Impact Zone (27.57%), and the state (34.32%), as shown in the table above. The number of owner-occupied homes is 10 percentage points higher than the state level.

Tipton County’s average household size of 2.63 is also above the regional and state levels. This indicates a majority of the homes are occupied by families with children. This trend is likely to continue as more working-age families locate to Tipton County.

## CURRENT RESIDENTIAL DEVELOPMENT PIPELINE

There is widespread awareness across Tennessee and the greater Southeast region about the BlueOval City project and the anticipated growth it will generate. The city and county mayors as well as local real estate agencies are often approached by potential developers and others who are evaluating the Tipton County market for residential investments. This report, supported by other reports from West TN Planning, can help developers evaluate the Tipton County housing market.

**GRAPHIC 4 | APPROVED VS PROSPECTIVE HOUSING DEVELOPMENTS AS OF JULY 2024**



Almost 4,500 single-family and multi-family housing units are in some phase of planning or development. Tables 11A-11D provide the current residential development plans that have progressed into the formal pipeline for review and approval. This is a larger number of units in the pipeline than in other rural counties that have been analyzed in the West TN Planning Housing Study series.

**TABLE 11A | NEW SINGLE-FAMILY & MULTI-FAMILY HOUSING DEVELOPMENTS PLANS**

Town of Atoka			
Multi-Family			
Name	Units	Status	Source
Haywood Park	48	Service approval, but no planning approval – within next year or so	Amanda Faurbo - Planner
Newberry Park	72		
<b>Total</b>	<b>120</b>		
Single-Family			
Name	Units	Status	Source
Shepards Ridge	59	Active Development	Amanda Faurbo - Planner
Maple Village	164	Preliminary Approval – Adjusting Plans	
<b>Total</b>	<b>223</b>		
Town of Brighton			
Multi-Family			
Name	Units	Status	Source
No Developments	0	-	Mark Daugherty - City Planner
<b>Total</b>	<b>0</b>		
Single-Family			
Name	Units	Status	Source
Oak Avenue	15	Active Development	Mark Daugherty - City Planner
Farm Parcel - Mae Sigma Rd/ Lucy Kelly	200	PRE-preliminary talks... no developers involved yet	
Farm Parcel - Old Memphis	75	PRE-preliminary talks... no developers involved yet	
<b>Total</b>	<b>290</b>		
Town of Burlison			
Multi-Family			
Name	Units	Status	Source
No Developments	0	-	No Answer
<b>Total</b>	<b>0</b>		
Single-Family			
Name	Units	Status	Source
No Developments	0	-	No Answer
<b>Total</b>	<b>0</b>		

Note: Due to limited information from local agencies, the data provided is not guaranteed. More developments could be underway and the current assumptions are subject to change.

**TABLE 11B | NEW SINGLE-FAMILY & MULTI-FAMILY HOUSING DEVELOPMENTS PLANS**

Town of Garland			
Multi-Family			
Name	Units	Status	Source
No Developments	0	-	Mayor Kelley
<b>Total</b>	<b>0</b>		
Single-Family			
Name	Units	Status	Source
Garland Dr – DnD Builders	3	Active Development	Mayor Kelley
<b>Total</b>	<b>3</b>		
Town of Gilt Edge			
Multi-Family			
Name	Units	Status	Source
No Developments	0	-	No Answer
<b>Total</b>	<b>0</b>		
Single-Family			
Name	Units	Status	Source
No Developments	0	-	No Answer
<b>Total</b>	<b>0</b>		
Town of Mason			
Multi-Family			
Name	Units	Status	Source
No Developments	0	-	Ricky Oakly - Engineer Lureatha Harris - Town Clerk
<b>Total</b>	<b>0</b>		
Single-Family			
Name	Units	Status	Source
No Developments	0	-	Ricky Oakly - Engineer Lureatha Harris - Town Clerk
<b>Total</b>	<b>0</b>		

*Note: Due to limited information from local agencies, the data provided is not guaranteed. More developments could be underway and the current assumptions are subject to change.*

**TABLE 11C | NEW SINGLE-FAMILY & MULTI-FAMILY HOUSING DEVELOPMENTS PLANS**

City of Covington			
Multi-Family			
Name	Units	Status	Source
Mueller Brass Rd/Old Birghton Rd - Oakview Phase 1	48	Approved	CH - Sullivan - Alderman Jason Fleming - Cheif of Staff to Mayor Hensley
Mueller Brass Rd/Old Birghton Rd - Oakview Phase 2	48	Preliminary Talks	
Highway 179 - The Village	880	Passed MOU* - To be Approved by County Planning	
Village Park	368	Presented - legal process for passed grant.	
<b>Total</b>	<b>1,344</b>		
Single-Family			
Name	Units	Status	Source
Highway 179 - The Village	880	Passed MOU* - To be Approved by County Planning	CH - Sullivan - Alderman Jason Fleming - Cheif of Staff to Mayor Hensley
Dr. Kumar	136	Approved	
Village Park	225	Presented - legal process for passed grant.	
Washington - Doug Swink	9	Approved	
Robins Property - Dave Hubby	125	Presented - Not Yet Approved	
<b>Total</b>	<b>1,375</b>		
City of Munford			
Multi-Family			
Name	Units	Status	Source
No Developments	0	-	Glenn Stringfellow - Planner
<b>Total</b>	<b>0</b>		
Single-Family			
Name	Units	Status	Source
Village of Green Meadows - Phase 3	106	Preliminary Approval - Waiting on Construction Plans	Glenn Stringfellow - Planner
Goulder Ridge (Minor Subdivision)	3	Approved	
Burditt McLaughlin Dr (Minor Subdivision)	5	Approved	
McCormick Hill	180	Approved	
Bell Park	35	Approved	
Munford Reverses	180	Preliminary Approval	
Glenview	400	Preliminary Approval	
Village of Green Meadow - Phase 1 (55 and Older)	148	Active Development	
Walker Meadows - Phase 2 (35-85 Units Proposed)	85	Available	
<b>Total</b>	<b>1,142</b>		

\*MOU = Memorandum of Understanding

Note: Due to limited information from local agencies, the data provided is not guaranteed. More developments could be underway and the current assumptions are subject to change.



**TABLE 11B | NEW SINGLE-FAMILY & MULTI-FAMILY HOUSING DEVELOPMENTS PLANS**

Tipton County			
Multi-Family			
Name	Units	Status	Source
No Developments	0	-	Rick Erwin - County Building/Inspections
<b>Total</b>	<b>0</b>		
Single-Family			
Name	Units	Status	Source
No Developments	0	-	Rick Erwin - County Building/Inspections
<b>Total</b>	<b>0</b>		

Housing Pipeline	Prospective	Approved	Total
Multi-Family	1,416	48	1,464
Single-Family	2,440	593	3,033
<b>Total</b>	<b>3,856</b>	<b>641</b>	<b>4,497</b>

*Note: Due to limited information from local agencies, the data provided is not guaranteed. More developments could be underway and the current assumptions are subject to change.*

## NEW HOUSING DEVELOPMENT CAPACITY

A mathematical analysis of land use finds that approximately 6,637 housing units could be constructed within the City and Town Limits in Tipton County.

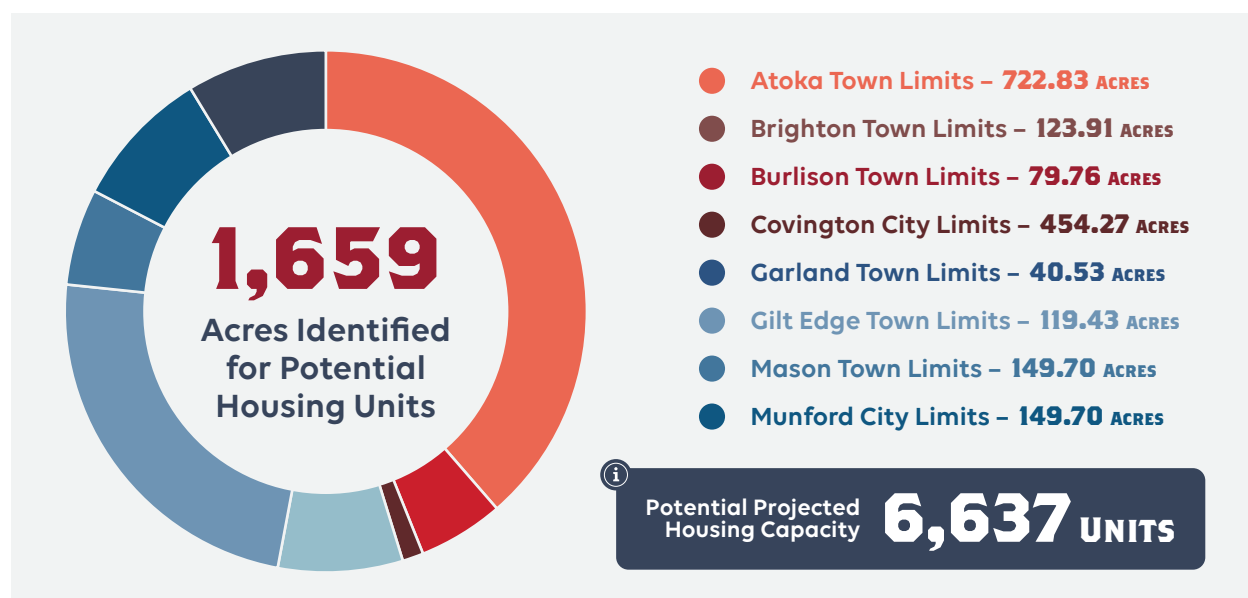
This was critical for planning because the population forecast, by design, was based on where people would likely choose to live. The population forecast did not evaluate availability or constraints in current housing supply. **This analysis finds that there is sufficient developable land to meet the forecasted housing demand.**

**TABLE 12 | TIPTON COUNTY ACREAGE BREAKDOWN**

	Total Acreage
Tipton County	324,816
Atoka Town Limits	2,353
Atoka UGB* Limits	9,535
Brighton Town Limits	2,107
Brighton UGB* Limits	9,172
Burlison Town Limits	675
Covington City Limits	7,309
Covington UGB* Limits	30,853
Garland Town Limits	348
Gilt Edge Town Limits	1,759
Mason Town Limits	1,259
Munford City Limits	6,088
Munford UGB* Limits	16,444

\*UGB = Urban Growth Boundary

**GRAPHIC 5 | TIPTON COUNTY POTENTIAL DEVELOPABLE LAND AT A GLANCE**



However, the population and housing demand forecasts will only reach the full projected potential if current constraints are eliminated.

Constraints include:

*(Identified in the West TN Planning Listening Sessions)*

- » Lack of sewer and water capacity in many parts of the county.
- » Underdeveloped roads to handle growth and the need for a major east-west corridor since the U.S. Highways in the county are predominantly north-south.
- » Lack of emergency services capacity.
- » Need to expand retail, personal services, and entertainment options.

Tables 13A & 13B detail the potential development capacity for each locality based on current land use, and jurisdictional boundaries. Areas for development, based on the noted calculation methodology, have been color-coded on Maps 4-8, however the calculations only include the colored areas within the town/city limits.

These are mathematical calculations of potential development capacity, not recommendations on development location. They should not be considered to be consistent with any approved future land use or other planning documents that may be adopted, nor is this an indication of where new development will actually occur.

**TABLE 13A | HOUSING MARKET DEVELOPMENT CAPACITY SUMMARY**

Parcels By Location	%	Total Parcel Acreage	Developable Acres based on %	DU/Acre Assumption	Units
<b>Parcels within Town Limits, but not in floodplain</b>					
<b>Atoka Town Limits</b>					
Agricultural Tract Unimproved (No SFR)	10%	2,100.48	210.05	4	840
Agricultural Tract w/Mobile Home(s)	5%	88.77	4.44	4	18
Agricultural Tract w/SFR	5%	665.07	33.25	4	133
Vacant Lot – less than 5 acres	60%	250.54	150.32	4	601
Vacant Tract – 5 acres or larger	60%	264.05	158.43	4	634
<b>TOTAL</b>		<b>3,368.91</b>	<b>556.49</b>		<b>2,226</b>
<b>Brighton Town Limits</b>					
Agricultural Tract Unimproved (No SFR)	10%	207.54	20.75	4	83
Agricultural Tract w/SFR	5%	139.46	6.97	4	28
Vacant Lot – less than 5 acres	60%	81.12	48.67	4	195
Vacant Tract – 5 acres or larger	20%	57.88	11.58	4	46
<b>TOTAL</b>		<b>486.00</b>	<b>87.97</b>		<b>352</b>
<b>Burlison Town Limits</b>					
Agricultural Tract Unimproved (No SFR)	10%	109.13	10.91	4	44
Agricultural Tract w/SFR	5%	157.28	7.86	4	31
Vacant Lot – less than 5 acres	85%	20.83	17.70	4	71
Vacant Tract – 5 acres or larger	85%	41.67	35.42	4	142
<b>TOTAL</b>		<b>328.91</b>	<b>71.89</b>		<b>288</b>
<b>Covington City Limits</b>					
Agricultural Tract Unimproved (No SFR)	10%	847.87	84.79	4	339
Agricultural Tract w/Mobile Home(s)	5%	0.01	0.00	4	0
Agricultural Tract w/SFR	5%	530.49	26.52	4	106
Vacant Lot – less than 5 acres	60%	168.85	101.31	4	405
Vacant Tract – 5 acres or larger	60%	203.42	122.05	4	488
<b>TOTAL</b>		<b>1,750.64</b>	<b>334.67</b>		<b>1,338</b>

**TABLE 13B | HOUSING MARKET DEVELOPMENT CAPACITY SUMMARY**

Parcels By Location	%	Total Parcel Acreage	Developable Acres based on %	DU/Acre Assumption	Units
<b>Garland Town Limits</b>					
Agricultural Tract Unimproved (No SFR)	10%	64.15	6.41	4	26
Agricultural Tract w/Mobile Home(s)	5%	4.65	0.23	4	1
Agricultural Tract w/SFR	5%	49.07	2.45	4	10
Vacant Lot – less than 5 acres	85%	24.27	20.63	4	83
Vacant Tract – 5 acres or larger	85%	9.55	8.11	4	32
<b>TOTAL</b>		<b>151.69</b>	<b>37.83</b>		<b>152</b>
<b>Gilt Edge Town Limits</b>					
Agricultural Tract Unimproved (No SFR)	10%	477.00	47.70	4	191
Agricultural Tract w/Mobile Home(s)	5%	12.93	0.65	4	3
Agricultural Tract w/SFR	5%	295.64	14.78	4	59
Vacant Lot – less than 5 acres	85%	22.27	18.93	4	76
Vacant Tract – 5 acres or larger	85%	25.82	21.95	4	88
<b>TOTAL</b>		<b>833.66</b>	<b>104.01</b>		<b>417</b>
<b>Mason Town Limits</b>					
Agricultural Tract Unimproved (No SFR)	10%	211.14	21.11	4	84
Agricultural Tract w/SFR	5%	75.35	3.77	4	15
Vacant Lot – less than 5 acres	85%	47.07	40.01	4	160
Vacant Tract – 5 acres or larger	85%	95.34	81.04	4	324
<b>TOTAL</b>		<b>428.90</b>	<b>145.93</b>		<b>583</b>
<b>Munford City Limits</b>					
Agricultural Tract Unimproved (No SFR)	10%	1,453.65	145.37	4	581
Agricultural Tract w/SFR	5%	746.13	37.31	4	149
Vacant Lot – less than 5 acres	60%	162.30	97.38	4	390
Vacant Tract – 5 acres or larger	20%	201.32	40.26	4	161
<b>TOTAL</b>		<b>2,563.40</b>	<b>320.32</b>		<b>1,281</b>
<b>TOTALS TIPTON COUNTY</b>		<b>9,912</b>	<b>1,659</b>		<b>6,637</b>

**ASSUMPTIONS:**

- The assumed percentages of property that could be developed within town limits are listed in the table above as “developable acres.” The percentages chosen are based on general sentiment from leadership and the community for how rural areas should be developed in the region to preserve agricultural land, reduce sprawl, and maintain the compact, small town character of the region. This concept to concentrate new development around existing infrastructure also provides for a more fiscally responsible development pattern.
- For the purpose of the calculations in this study, areas outside of town/city limits were not considered for new housing development, although there are areas within UGBs where housing could be considered if land and utility infrastructure were available.
- The other properties assumed for no housing development include: any land with a current structure, semi-public, public, utilities, right-of-way, railroad, airports, floodzone areas, and conservation or protected lands.
- Due to the large tracts of land identified, it is assumed new right-of-way will need to be factored into the density calculations; therefore, conservative calculations for units per acre (DU/acre) were used. These are assumed to be single-family residences, but additional density is expected in some areas to accommodate a variety of unit types and sizes such as duplexes, townhomes and multi-family units consistent with what is allowed in jurisdictional zoning codes.

**DATA SOURCES:**

- Existing land use from Tennessee Comptroller of the Treasury, downloaded July 2023.
- Town limits and Urban Growth Boundaries.
- Development Capacity Methodology





This land use map was utilized to inform potential areas for future development. Parcels that were already developed or within a floodplain or preservation area were omitted from the analysis. Only properties within the Town Limits were considered for the calculations on pages 29-30.



City/Town Limits



Urban Growth Boundaries

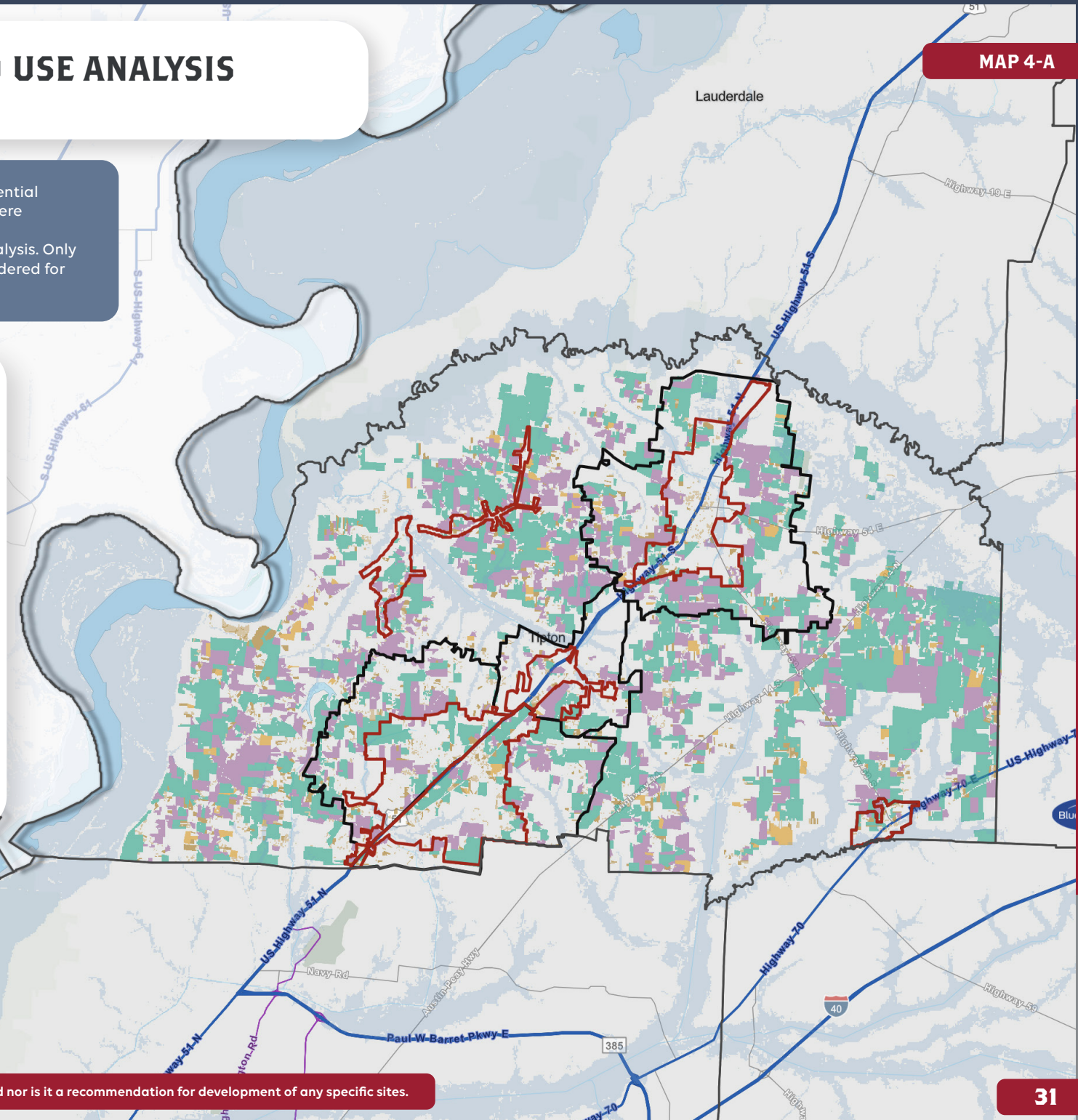
Existing Land Uses

- Agricultural Tract w/ SFR & w/ Mobile Home
- Agricultural Tract Unimproved (No SFR)
- Agricultural Tract w/ Mobile Home
- Agricultural Tract w/ SFR
- Tract Unimproved (No SFR)
- Vacant - Resort Lot  
(Vacant Residential Lot in Resort Subdivision)
- Vacant Lot - Less than 5 acres
- Vacant Tract - 5 acres or larger

SFR = Single Family Residential



This map does not depict where development is planned nor is it a recommendation for development of any specific sites.





This land use map was utilized to inform potential areas for future development. Parcels that were already developed or within a floodplain or preservation area were omitted from the analysis. Only properties within the Town Limits were considered for the calculations on pages 29-30.

- City/Town Limits
- Urban Growth Boundaries
- Public Schools
- TN Certified Sites

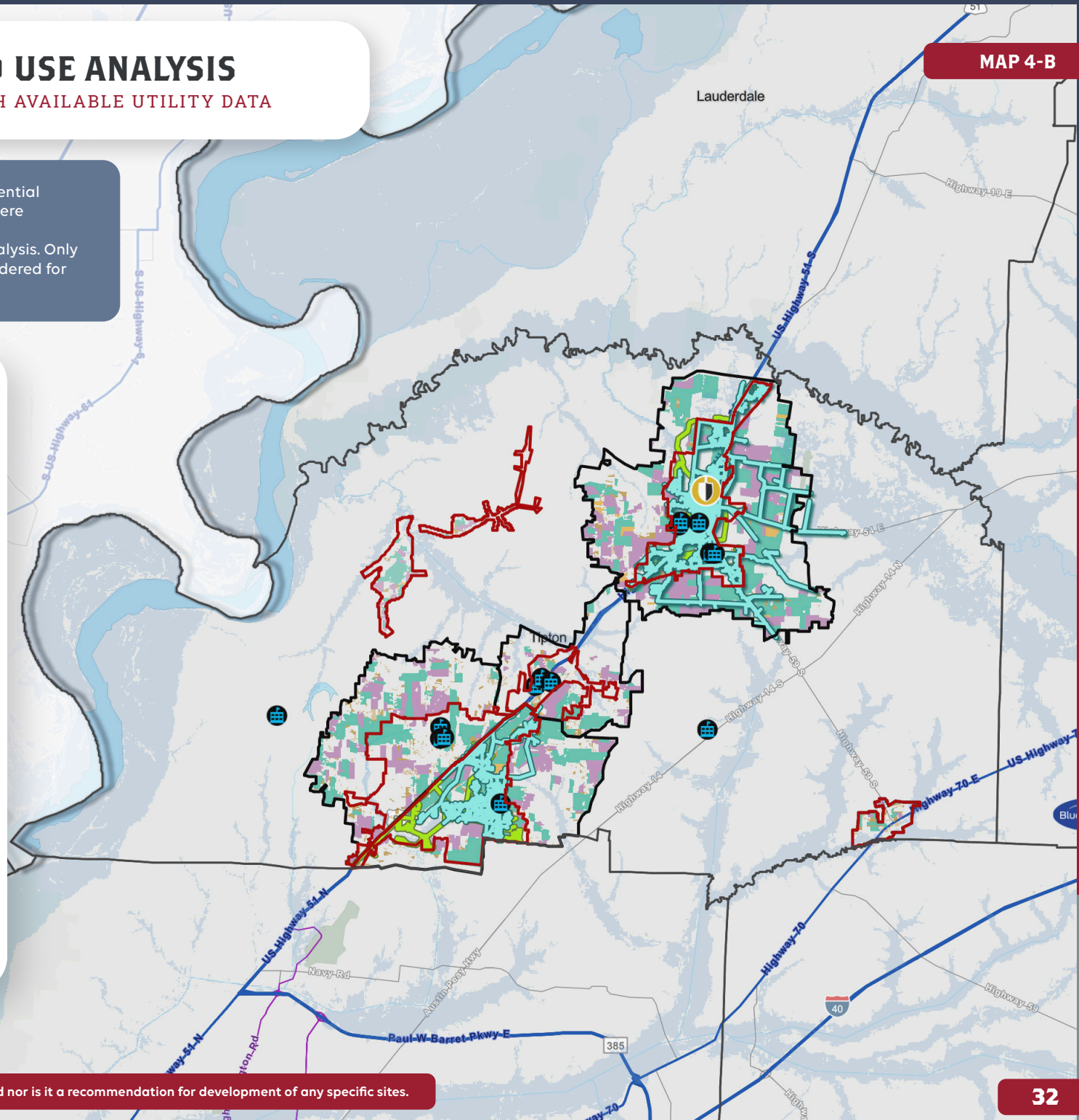
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- Water Lines
- Sewer Lines




Note: Only Covington & Atoka utilities were provided for this study. This is not a full inventory of all utility lines.



This map does not depict where development is planned nor is it a recommendation for development of any specific sites.



This map highlights parcels that fit within land use categories where future development could potentially occur. However, only a small percentage of these areas was utilized to calculate the development potential shown on pages 29-30.

-  City/Town Limits
-  Urban Growth Boundaries
-  Public Schools
-  TN Certified Sites

## Existing Land Uses

-  Agricultural Tract w/ SFR & w/ Mobile Home
-  Agricultural Tract Unimproved (No SFR)
-  Agricultural Tract w/ Mobile Home
-  Agricultural Tract w/ SFR
-  Tract Unimproved (No SFR)
-  Vacant - Resort Lot  
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Although parcels at this scale are hard to see, there are opportunities for infill within the city limits.



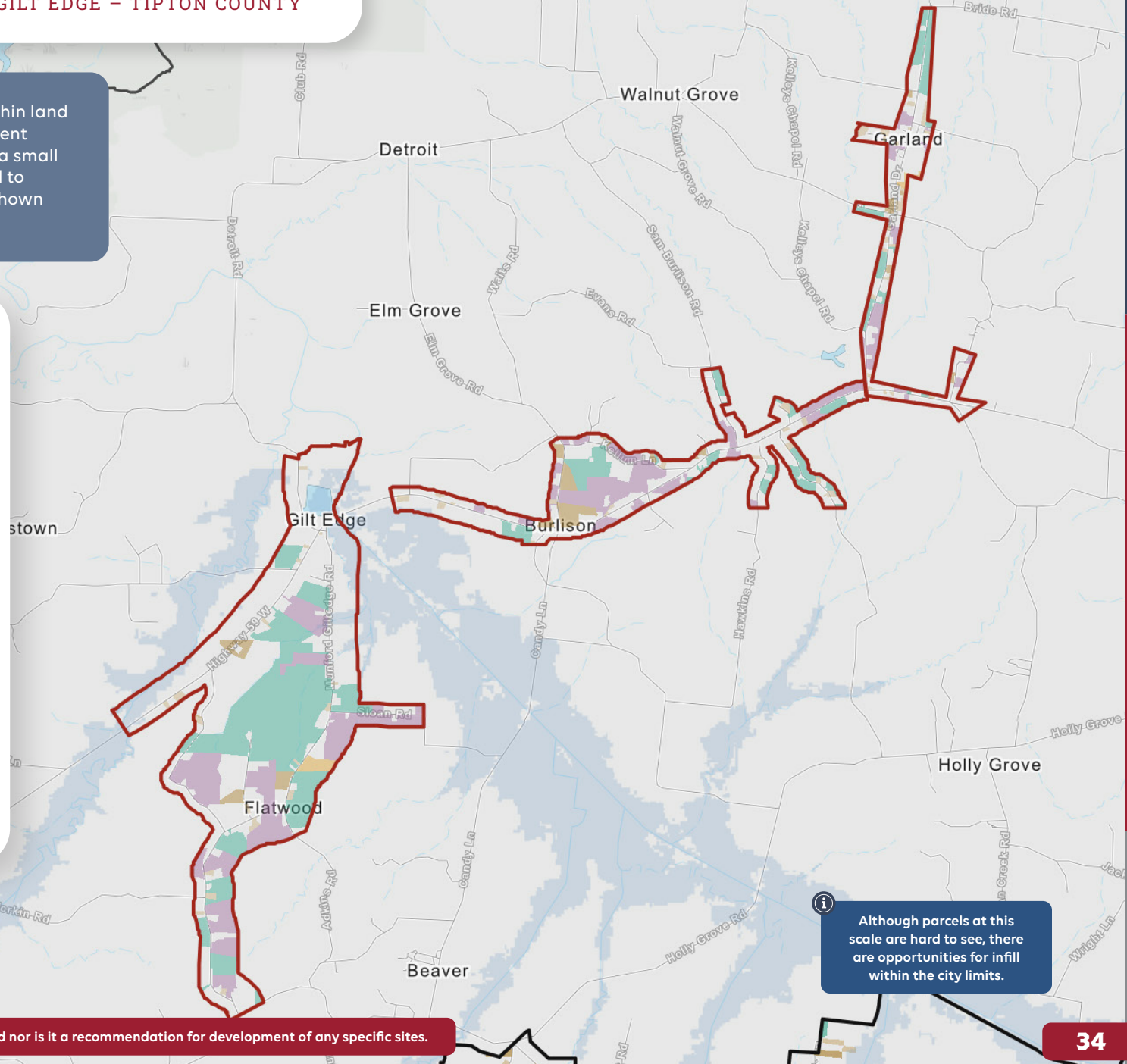
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- Sewer Lines

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This map does not depict where development is planned nor is it a recommendation for development of any specific sites.



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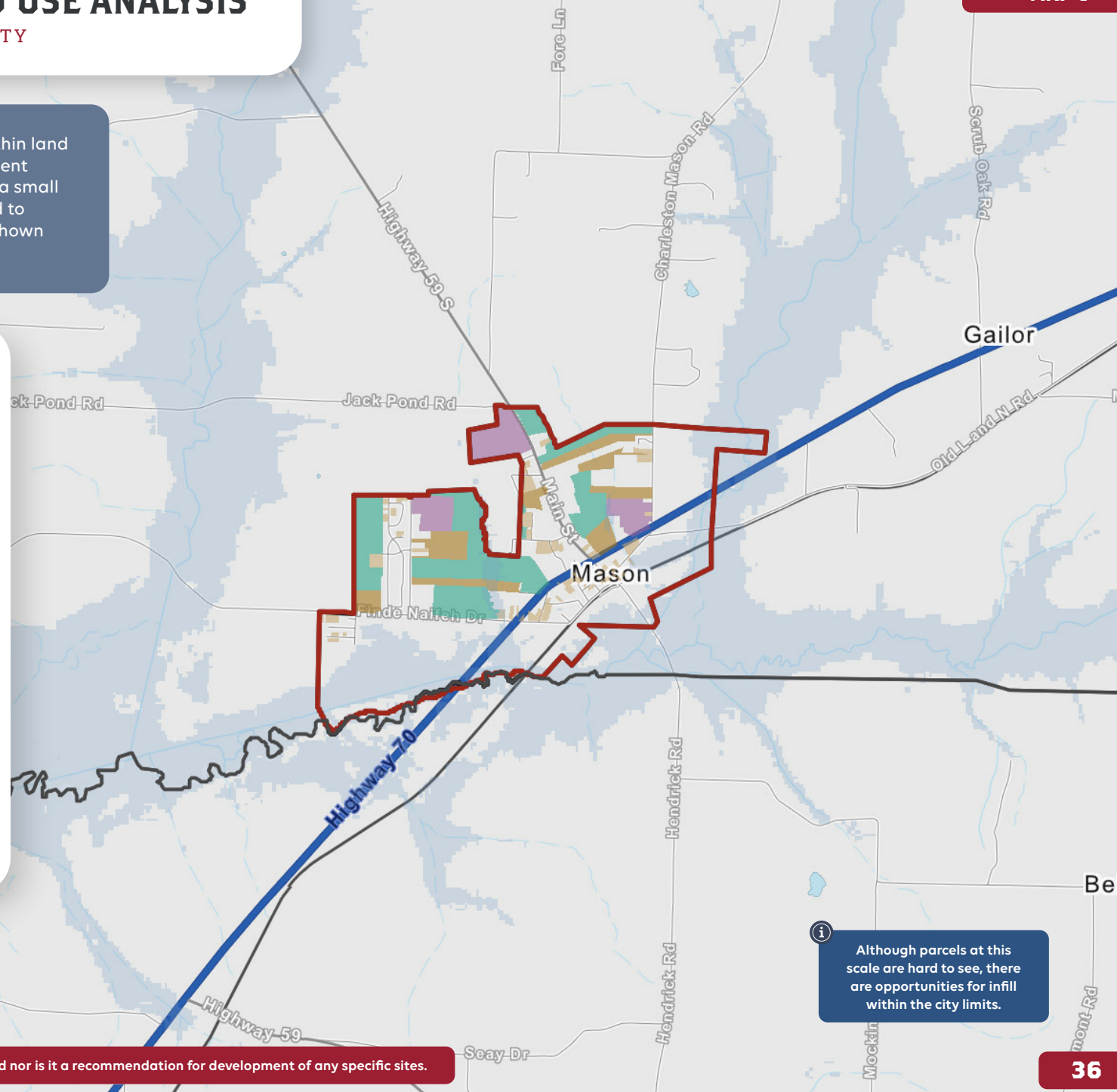
This map highlights parcels that fit within land use categories where future development could potentially occur. However, only a small percentage of these areas was utilized to calculate the development potential shown on pages 29-30.

-  City/Town Limits
-  Urban Growth Boundaries
-  Public Schools
-  TN Certified Sites

## Existing Land Uses

-  Agricultural Tract w/ SFR & w/ Mobile Home
-  Agricultural Tract Unimproved (No SFR)
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(Vacant Residential Lot in Resort Subdivision)
-  Vacant Lot - Less than 5 acres
-  Vacant Tract - 5 acres or larger

SFR = Single Family Residential



This map does not depict where development is planned nor is it a recommendation for development of any specific sites.

Although parcels at this scale are hard to see, there are opportunities for infill within the city limits.

## RECOMMENDATIONS

The following recommendations should be considered the initial framework for Tipton County to develop partnerships and processes to address and prioritize the needs outlined in this report.

1

Promote infill development. There are numerous opportunities to build within existing residential areas by renovating or replacing substandard housing, or to build housing in defunct commercial areas.

2

Update the zoning ordinances to allow for a variety of lot sizes and housing types. This will provide a mix of housing choices that can serve all age groups from young workers seeking their first housing to senior independent living communities. Zoning that allows for duplexes, fourplexes, townhouses, condos and other housing choices in addition to traditional subdivision development can help meet the needs of a range of working age people, allow seniors to downsize, and maximize the use of existing infrastructure.

3

Focus development within the town limits, then within the Urban Growth Boundaries nearest to the municipal boundaries and water and wastewater infrastructure to protect farmland and environmentally sensitive areas. Developing areas with existing utility services will facilitate faster residential development to meet current housing demand. This will also allow more time for planning and financing essential investments to support growth over the next 20 years. City officials are studying the water, sewer and electric capacities and have expressed interest in working collectively to address needs.

4

Utilize opportunities to develop regional infrastructure assets. Funding is more readily available for regional projects. Regionalization may be the best option for utilities with small customer bases due to the cost to operate, maintain, and improve capital assets. Continue to pursue the Tri-County Sewer Regionalization Partnership and the Quad-County Connectivity Study.

5

Enforce and adhere closely to building codes. The Tennessee state building code is a minimum baseline for communities and areas in the county that do not have local building codes. Blight removal increases community safety and helps stabilize property values by not allowing substandard structures to devalue neighborhoods.

6

Source grant funding from Tennessee Downtown and Main Street programs to help increase the number of amenities for residents in or adjacent to downtown. Attractive downtowns will not only draw residents but also the amenities make the entire community more attractive.

7

Prepare to use Tax Increment Financing to assist in the development of mixed-use developments. This tool can also help attract apartment buildings and quality residential density by providing public features such as parks, walking paths and recreation centers.

8

Remember that retail (and services) follows rooftops. Utilize new population and housing growth projections to assist in recruiting new retailers and encouraging local business start-ups. Incorporate retail and other amenities in planning new mixed-use developments and attract developers who have established relationships with regional and national retail tenants.

9

Explore forming partnerships with major employers to increase quality-of-life amenities. Some strategies implemented by employer partnerships in other areas of the country include building a day care facility or funding neighborhood playgrounds or pools within new larger residential developments. Employees of the sponsoring employer receive preference in obtaining homes for sales in the development. These strategies could help overcome lack of amenity density for families with young children.

10

Target large-scale residential developers in order to familiarize them with Tipton County. Munford and Atoka have some national-scale developers who have built residential units and are already familiar with the area Tipton County could participate in a regional effort to attract developers if a regional approach is adopted.

11

Ensure that local planners and building officials are clearly identified on all relevant websites so that residential developers can easily contact the appropriate individuals in each community. Finding direct phone numbers or email addresses can be challenging in some communities.

Improve communications across all county and municipal representatives and real estate brokers involved in marketing property and shepherding projects through the planning and approval process. Develop protocols for handling large residential development inquiries that are similar to the successful protocols used in Lauderdale County for handling industrial development.

- » Create a comprehensive master list of the residential development pipeline, including prospects. Collect a standard set of data on each prospective development and maintain a county-wide database.
- » Create content to be posted on all relevant websites with information for developers and links to zoning maps, a guide to the development process, and a directory of who to contact at each step of development.
- » Post sites that are suitable for subdivision development or apartment complexes on national real estate sites such as LoopNet and CoStar. This could be a centralized process where specific individuals from the Residential Development team take responsibility for keeping the listings current.
- » Create marketing materials about key sites for residential development that are similar in nature to an industrial RFI response. Include pertinent development information and key attributes that make the site attractive to potential residents.

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This report was prepared by Younger Associates, HDR, and Gresham Smith on behalf of the West TN Planning team for the Tennessee Department of Economic and Community Development.



TOWN OF

Atoka

TOWN OF

Brighton

TOWN OF

Burlison

CITY OF

Covington

TOWN OF

Garland

TOWN OF

Gilt Edge

TOWN OF

Mason

TOWN OF

Munford