LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

Q1 2026
NASHVILLE, TN

MULTIFAMILY MARKET OVERVIEW

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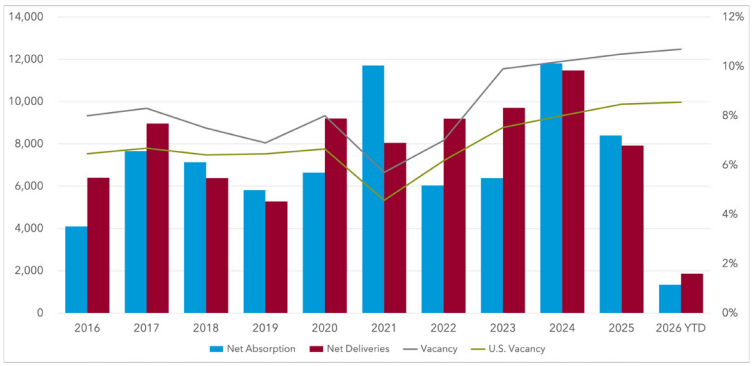
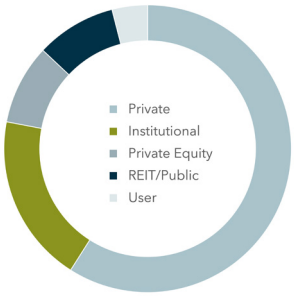
The Nashville multifamily market remains stable but is showing signs of normalization. Demand is still positive, though absorption has tapered from earlier highs, reflecting a more balanced leasing environment. Vacancy has held relatively steady around the low-10% range, suggesting supply is being gradually absorbed despite elevated deliveries. Rent growth has softened slightly, indicating increased competition among properties. On the investment side, pricing has eased modestly while cap rates have inched up, pointing to a more cautious capital environment. Construction activity continues to decline, which should help stabilize fundamentals over the coming quarters.

MARKET INDICATORS	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025
▼ 12 Mo. Absorption Units	8,073	8,402	8,833	10,384	11,805
▲ Vacancy Rate	10.7%	10.5%	10.8%	10.8%	10.7%
▼ Asking Rent/Unit	$1,600	$1,613	$1,618	$1,639	$1,607
▼ Sale Price/Unit	$223,000	$227,000	$221,990	$221,000	$211,000
▲ Cap Rate	5.70%	5.60%	5.60%	5.60%	5.60%
▼ Under Construction Units	10,983	11,548	11,659	14,586	17,843
▲ Inventory Units	245,731	244,195	242,004	237,391	232,691

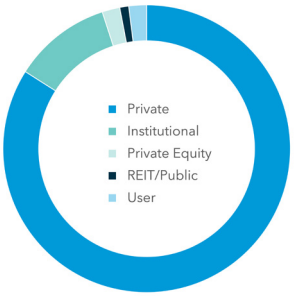
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



***'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.*

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
2513 Nashville Highway Columbia, TN	$61,000,000 $240,157 Pere Unit	254	Hamilton Zanze & Company MRC Development
6800 Highway 70 S* Nashville, TN	$55,000,000 $190,972 Per Unit	288	Harbor Group International Apartment Investment Management Company
1635 Bryson Cv Thompsons Station, TN	$52,600,000 $273,958 Per Unit	192	M3 Multifamily John Maher Builders, Inc.

**Part of a Portfolio Sale*

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Adam Neumann	$180,000,000
Embrey Partners, Ltd.	$84,645,000
OpenPath Investments	$65,861,076
GVA	$62,557,203
MRC Development	$61,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Camden Property Trust	$131,000,000
Tishman Speyer	$112,000,000
S2 Capital	$111,385,847
Olympus Property	$83,000,000
Origin Investments	$79,400,000

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