LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

Q2 2026
NASHVILLE, TN

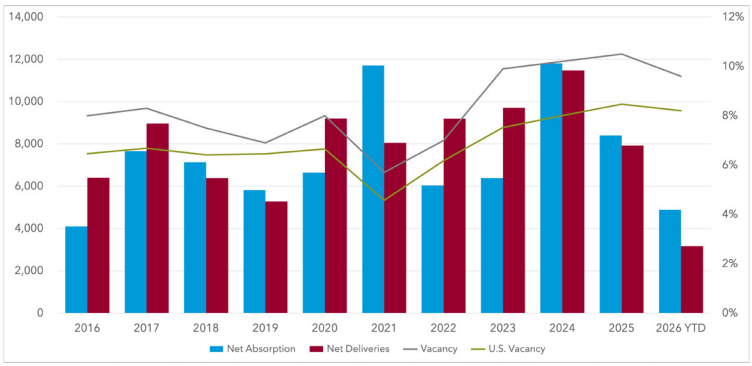
MULTIFAMILY MARKET OVERVIEW

JIM RODRIGUES, SIOR, *President*

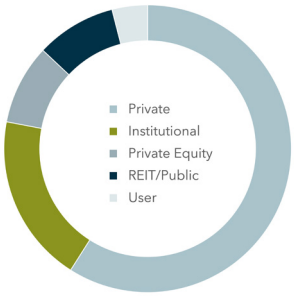
Nashville's multifamily market continued to strengthen in Q2 2026, supported by robust renter demand and improving fundamentals. Over the past 12 months, net absorption reached 9,924 units, up from 8,073 units in Q1 and among the strongest levels recorded over the past year. Vacancy declined significantly to 9.6%, its lowest point since in a year, as leasing activity outpaced new deliveries. Asking rents increased to $1,645 per unit, reflecting steady pricing power despite elevated supply levels. Construction activity accelerated, with 14,304 units underway, while inventory expanded to 247,260 units. Investment fundamentals remained stable, with average sales prices holding at $223,000 per unit and cap rates at 5.7%.

MARKET INDICATORS	Q2 2026	Q1 2026	Q4 2025	Q3 2025	Q2 2025
▲ 12 Mo. Absorption Units	9,924	8,073	8,402	8,833	10,384
▼ Vacancy Rate	9.6%	10.7%	10.5%	10.8%	10.8%
▲ Asking Rent/Unit	$1,645	$1,600	$1,613.00	$1,618.00	$1,639.00
◄ ► Sale Price/Unit	$223,000	$223,000	$227,000	$221,990	$221,000
◄ ► Cap Rate	5.7%	5.7%	5.6%	5.6%	5.6%
▲ Under Construction Units	14,304	10,983	11,548	11,659	14,586
▲ Inventory Units	247,260	245,731	244,195	242,004	237,391

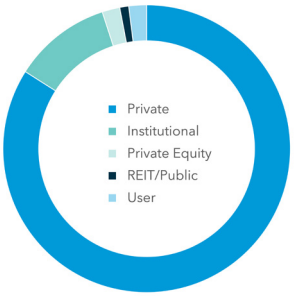
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
2165 Nolensville Pike Nashville, TN	$54,400,000 $230,508 Per Unit	236	Anchor WeHo Owner, LLC PassiveInvesting.com
2000 Toll House Circle Franklin, TN	$54,000,000 $275,510 Per Unit	196	Camden Property Trust Eaton Vance Real Estate Investment Group
520 Zermatt Avenue Nashville, TN	$46,000,000 $185.484 Per Unit	248	CAPREIT Residential Management, LLC et al Elmington Capital Group-Tablerock Capital, LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Embrey Partners, Ltd.	$84,645,000
Apartment Investment and Management Co	$69,250,000
Adam Neumann	$68,000,000
OpenPath Investments	$65,861,076
MRC Development	$61,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
General Services Corporation	$106,000,000
GSL Properties, Inc.	$84,645,000
Elmington Capital Group	$78,950,000
Covenant Capital Group	$77,000,000
Harbor Group International	$69,250,000

The information and details contained herein have been obtained from third-party sources believed to be reliable, however, Lee & Associates has not independently verified its accuracy. Lee & Associates makes no representations, guarantees, or express or implied warranties of any kind regarding the accuracy or completeness of the information and details provided herein, including but not limited to, the implied warranty of suitability and fitness for a particular purpose. Interested parties should perform their own due diligence regarding the accuracy of the information.

The information provided herein, including any sale or lease terms, is being provided subject to errors, omissions, changes of price or conditions, prior sale or lease, and withdrawal without notice. Third-party data sources: CoStar Group, Inc., The Economist, U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics, Congressional Budget Office, European Central Bank, GlobeSt.com, CoStar Property, and Lee & Associates Proprietary Data. ©

© Copyright 2026 Lee & Associates all rights reserved. Third-party Image sources: sorbis/shutterstock.com, shutterstock.com, pixabay.com, istock.com