LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

Q3 2026
NASHVILLE, TN

MULTIFAMILY MARKET OVERVIEW

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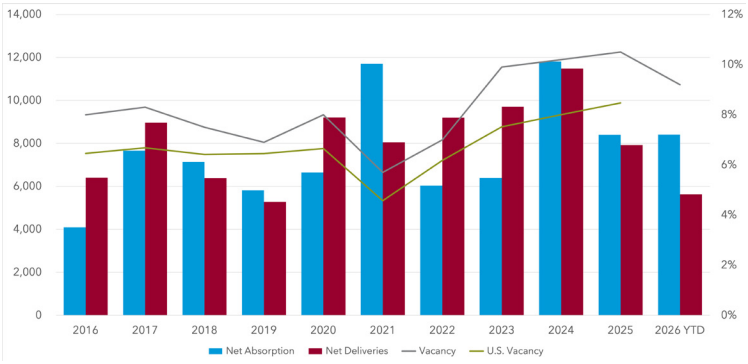
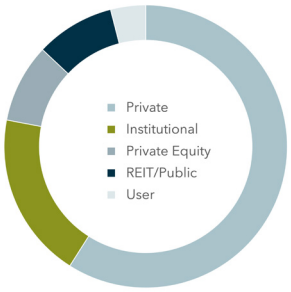
Nashville's multifamily market is showing improved momentum after a period of elevated supply. Vacancy declined to 9.2% in Q3 2026 from 10.5% at year-end 2025, while 12-month net absorption reached 10,379 units. Asking rents remain relatively steady at $1,638 per unit, suggesting continued demand but limited pricing power as renters weigh affordability. The construction pipeline has also moderated, with 10,281 units under construction compared with more than 14,000 in Q2. Investment activity remains active, led by institutional and private buyers, although cap rates have moved modestly higher to 5.8%. Overall, Nashville is regaining balance as demand begins to outpace new supply.

MARKET INDICATORS	Q3 2026	Q2 2026	Q1 2026	Q4 2025	Q3 2025
▲ 12 Mo. Absorption Units	10,379	9,924	8,073	8,402	8,833
▼ Vacancy Rate	9.2%	9.6%	10.7%	10.5%	10.8%
▼ Asking Rent/Unit	$1,638	$1,645	$1,600	$1,613.00	$1,618.00
▼ Sale Price/Unit	$222,000	$223,000	$223,000	$227,000	$221,990
▲ Cap Rate	5.8%	5.7%	5.7%	5.6%	5.6%
▼ Under Construction Units	10,281	14,304	10,983	11,548	11,659
▲ Inventory Units	250,656	247,260	245,731	244,195	242,004

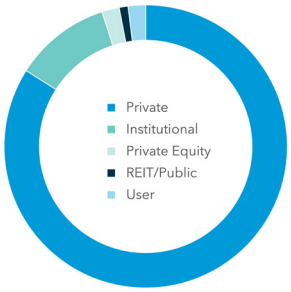
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
3100 Aspen Grove Dr Franklin, TN	$128,110,000 $228,768 Per Unit	560	Waterton Berkshire Residential Investments | PSP Investments
908 Division St Nashville, TN	$88,600,000 $295,333 Per Unit	300	Camden Property Trust Greystar Real Estate Partners
901 Cherokee Ave Nashville, TN	$42,150,000 $253,916 Per Unit	166	Freeman Webb Company Shelton McNally

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
PSP Investments	$117,055,000
Greystar Real Estate Partners	$88,600,000
Adam Neumann	$68,000,000
OpenPath Investments	$65,861,076
Berkshire Residential Investments	$64,055,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Camden Property Trust	$132,135,000
Waterton	$128,110,000
Covenant Capital Group	$118,500,000
General Services Corporation	$106,000,000
Elmington Capital Group	$78,950,000

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