



MARKET AT A GLANCE



OCCUPANCY RATE 94.5%
Down 50 bps since 1Q20



EFFECTIVE RENT \$1,268
Down 1.8% since 1Q20

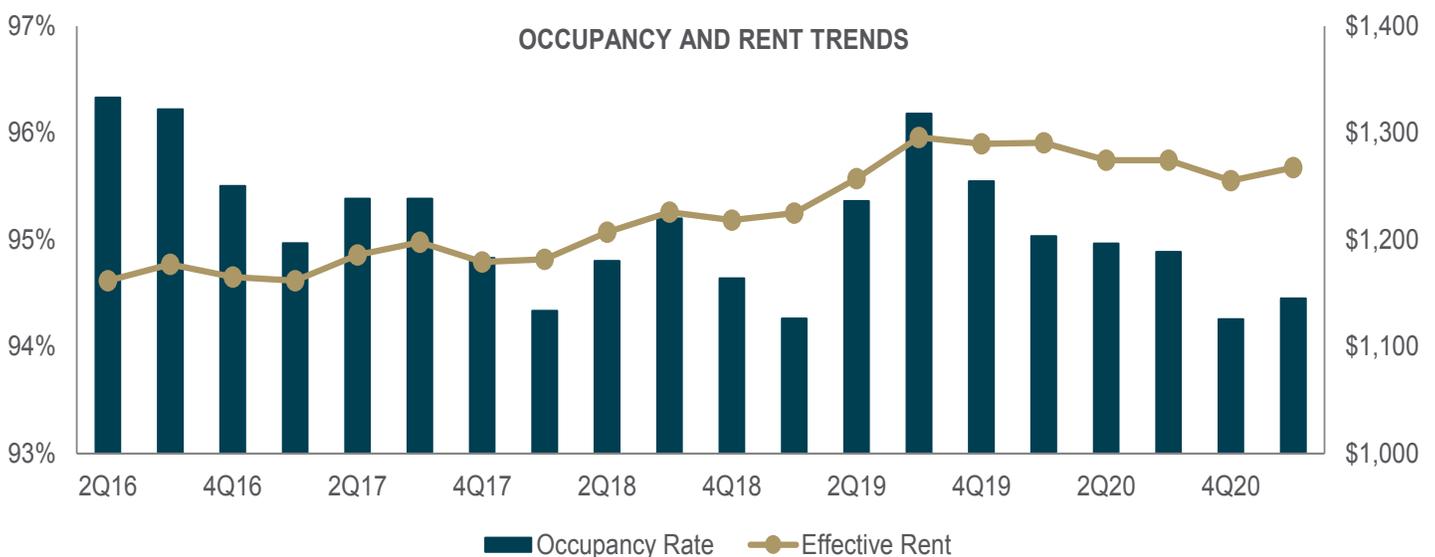


RENT PAYMENT TRACKER (APRIL 1-13) 91.6%
Up 150 bps YOY

OCCUPANCY AND RENT TRENDS

RENTERS TARGET CLASS A STOCK IN DOWNTOWN, OCCUPANCY UP 80 BPS

Prior to and through the COVID-19 pandemic, homeownership has been a limited possibility to many Nashville residents due in part to constrained single-family housing for purchase across the metropolitan area. Low housing inventory coupled with Nashville's Phase 3 of self-isolation restrictions kept many potential home hunters renting. The trend of renters staying put alongside heightened interstate migration had a positive impact on apartment fundamentals. Nearly 1,600 net rentals were newly signed since the start of this year, the highest quarterly rental demand since the fall of 2019. Renters were attracted to the Class A apartment stock near employment nodes in the Central Nashville submarket. Drawing some renters to the downtown area were lower rental rates. Robust demand pushed up the overall occupancy rate 20 basis points since December to an average of 94.5% in the first quarter of 2021. The Central Nashville submarket led the metro with an 80-basis-point improvement in occupancy. Underpinning the sturdy apartment fundamentals was job security. About 72% of the pandemic-induced job losses were restored by February 2021. Furthermore, a significant share of the Downtown Nashville workforce has a low-risk level of elimination at 57.2% compared to the 47.9% national average in low-risk industries.



NASHVILLE

MULTIFAMILY REPORT

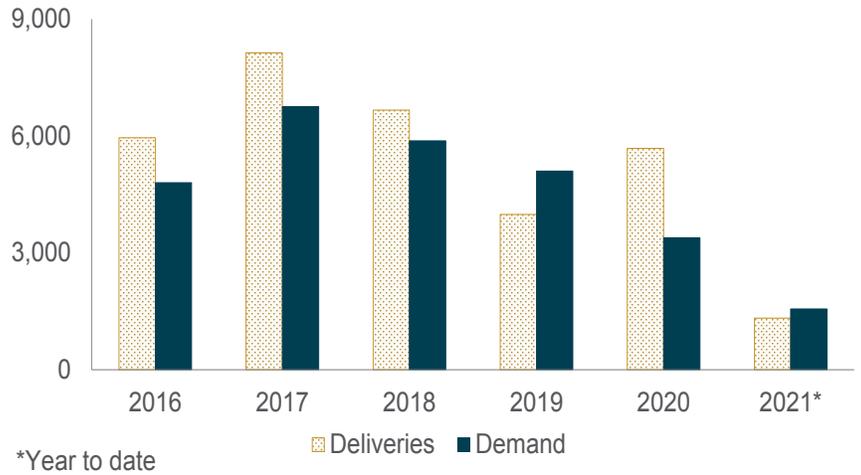
DELIVERIES AND DEMAND



DELIVERIES 1,325
Units YTD



NET ABSORPTION 1,559
Units YTD



ECONOMIC TRENDS

2020 **2.5%** **UNEMPLOYMENT*** 2021 **4.2%**
170 BPS CHANGE

2020 **1.1m** **EMPLOYMENT*** 2021 **1.0m**
-4.2% CHANGE

2020 **36.7k** **EXISTING SFH SALES**** 2021 **38.7k**
5.4% CHANGE

2020 **2.0m** **POPULATION**** 2021 **2.0m**
1.3% CHANGE

2020 **0.87%** **10-YEAR TREASURY**** 2021 **1.61%**
70 BPS CHANGE

*February; **March



NASHVILLE

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY			EFFECTIVE RENT			NET ABSORPTION		DELIVERED UNITS	
	1Q21	Q-o-Q Change (BPS)	Y-o-Y Change (BPS)	1Q21	Q-o-Q Change	Y-o-Y Change	1Q21	Annual	1Q21	Annual
Central Nashville	93.4%	80	-80	\$1,680	-0.3%	-7.7%	561	1,254	408	1,531
East Nashville	92.5%	-20	-280	\$1,133	1.6%	-2.1%	-21	82	0	470
Franklin/Brentwood	95.3%	70	-10	\$1,399	1.2%	-0.9%	263	724	163	779
Hermitage/Mount Juliet/Lebanon	94.2%	20	-110	\$1,182	1.1%	-1.2%	197	80	182	226
Murfreesboro/Smyrna	95.5%	60	40	\$1,162	0.3%	3.1%	327	1,183	198	1,154
North Nashville	95.4%	-40	-40	\$1,138	1.6%	0.2%	1	267	70	342
South Nashville	93.6%	-50	-140	\$1,161	0.0%	-4.1%	70	28	161	266
Southeast Nashville	93.8%	-70	-110	\$1,042	1.1%	0.7%	-74	54	0	176
Sumner County	96.3%	70	170	\$1,168	2.3%	4.8%	75	299	0	124
West Nashville	94.6%	20	-50	\$1,297	2.2%	-4.1%	159	365	143	471
TOTALS	94.5%	20	-50	\$1,268	1.0%	-1.8%	1,559	4,336	1,325	5,539

BERKADIA[®]

CORPORATE HEADQUARTERS

521 Fifth Avenue
20th Floor
New York, NY 10175
(646) 600-7800 | Fax: (646) 600-7838
www.Berkadia.com

a Berkshire Hathaway and Jefferies Financial Group company

© 2021 Berkadia Proprietary Holding LLC
Berkadia[®] is a trademark of Berkadia Proprietary Holding LLC.
Axiometrics[®] is a trademark of Axiometrics Inc.

Commercial mortgage loan origination and servicing businesses are conducted exclusively by Berkadia Commercial Mortgage LLC and Berkadia Commercial Mortgage Inc. This website is not intended to solicit commercial mortgage loan brokerage business in Nevada. Investment sales and real estate brokerage businesses are conducted exclusively by Berkadia Real Estate Advisors LLC and Berkadia Real Estate Advisors Inc. For state licensing details for the above entities, visit: www.berkadia.com/legal/licensing.aspx

The information contained in this flyer has been obtained from sources we believe to be reliable; however, we have not conducted any investigation regarding these matters and make no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. While we do not doubt its accuracy, we have not verified it and neither we, nor the Owner, make any guarantee, warranty or representation of any kind or nature about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example and do not necessarily represent past, current or future performance of the property. You and your advisors should conduct a careful and independent investigation of the property to determine to your satisfaction the suitability of the property and the quality of its tenancy for your records.