



MARKET AT A GLANCE



OCCUPANCY RATE **95.0%**
Down **30 bps** since 2Q19



EFFECTIVE RENT **\$1,276**
Up **1.4%** since 2Q19

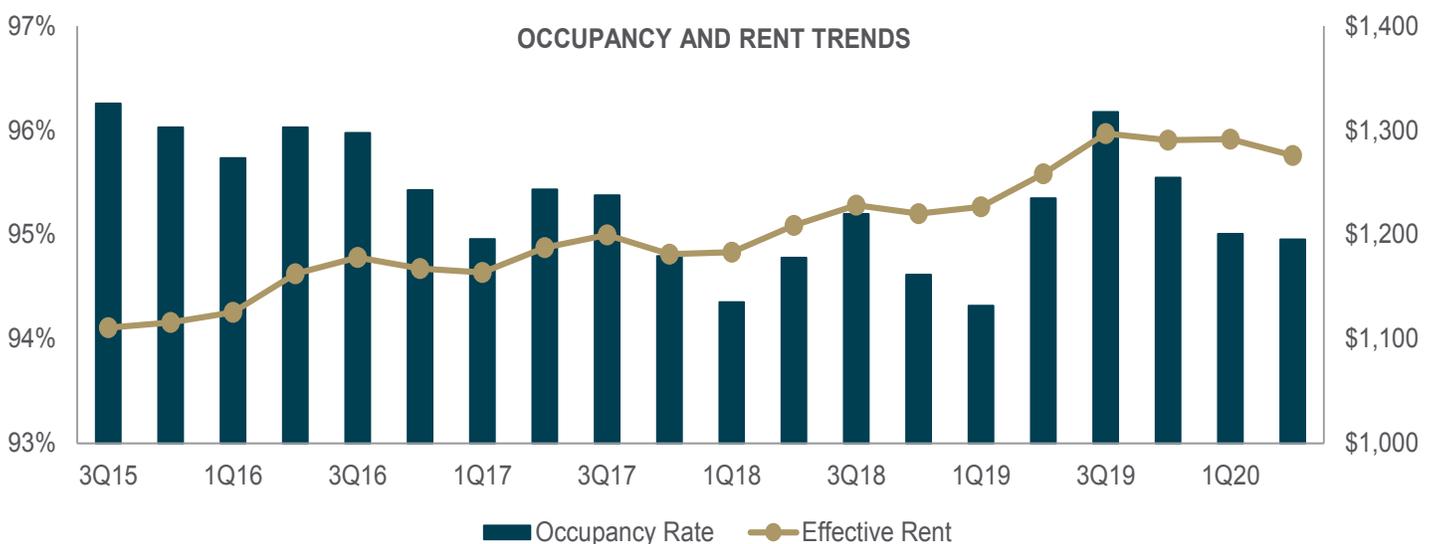


RENT PAYMENT TRACKER (July 1-20) **94.4%**
Down **170 bps** since June 1-20

OCCUPANCY AND RENT TRENDS

CONSTRUCTION BOOM PRESSES ON, ABSORPTION HIGHEST IN MURFREESBORO

Vigorous multifamily development and demand persisted amid Nashville's swift COVID-19 reopening and ability to continue attracting new residents. Builders placed 1,731 new units in service during the second quarter of 2020, part of 4,744 apartments in the past year. Rental demand was a robust 1,560 apartments absorbed in the second quarter, surging more than four times as much as the first quarter. With supply and demand near equilibrium, occupancy held at 95.0% quarter over quarter. The metro-leading net absorption in the Murfreesboro/Smyrna submarket outpaced new supply, driving a 60-basis-point occupancy increase since March. The influx of rentals during the economic downturn created a 1.2% quarter-over-quarter deceleration in metrowide monthly effective rent to \$1,276 in June. Renters already under contract, 94.4% made a full or partial payment July 1 to 20, 90 basis points above the state average. Helping residents to meet housing costs was the CARES Act funds and a rebound in employment, equating to 61,000 returning workers in May and June. For owners, the market's 30+ day delinquency rate was 0.6% in June, slightly above the 0.4% average for comparable secondary markets.



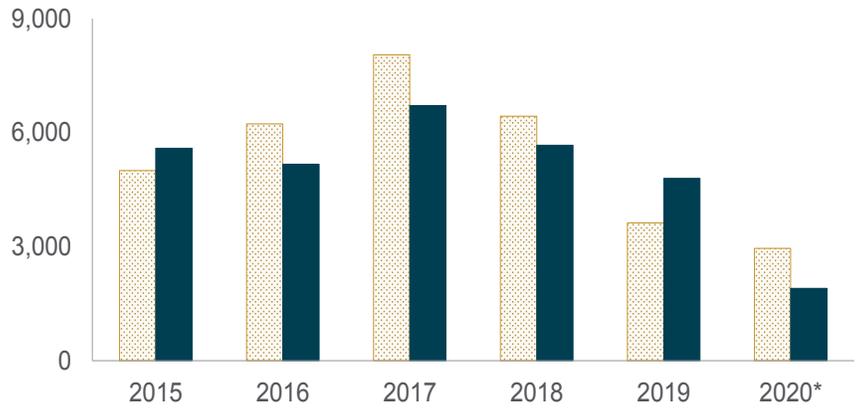
DELIVERIES AND DEMAND



DELIVERIES 2,957
Units YTD



NET ABSORPTION 1,904
Units YTD



*Year to date

■ Deliveries ■ Demand

ECONOMIC TRENDS

2019 2.7% UNEMPLOYMENT* 2020 11.4%
870 BPS CHANGE

2019 1.0m EMPLOYMENT** 2020 1.0m
-6.4% CHANGE

2019 36.6k EXISTING SFH SALES** 2020 28.8k
-21.3% CHANGE

2019 2.0m POPULATION** 2020 2.0m
1.9% CHANGE

2019 2.07% 10-YEAR TREASURY** 2020 0.73%
-130 BPS CHANGE

*May; **June



NASHVILLE

MULTIFAMILY REPORT

SUBMARKET BREAKDOWN

SUBMARKET NAME	OCCUPANCY			EFFECTIVE RENT			NET ABSORPTION		DELIVERED UNITS	
	2Q20	Q-o-Q Change (BPS)	Y-o-Y Change (BPS)	2Q20	Q-o-Q Change	Y-o-Y Change	2Q20	Annual	2Q20	Annual
Central Nashville	93.7%	-50	-10	\$1,795	-0.9%	3.6%	389	1,019	537	1,171
East Nashville	94.9%	-40	-50	\$1,135	-1.8%	0.7%	228	216	295	295
Franklin/Brentwood	94.7%	-80	50	\$1,385	-3.3%	-2.4%	-65	502	57	454
Hermitage/Mount Juliet/Lebanon	95.3%	10	-50	\$1,190	-0.8%	2.9%	67	176	63	253
Murfreesboro/Smyrna	95.8%	60	-80	\$1,112	-0.3%	0.7%	536	1,130	420	1,354
North Nashville	95.8%	10	-60	\$1,126	-0.9%	2.7%	86	66	80	170
South Nashville	94.5%	-50	-110	\$1,183	-1.8%	1.1%	-83	-161	0	0
Southeast Nashville	94.9%	10	-10	\$1,041	0.1%	1.4%	95	218	90	240
Sumner County	95.3%	110	-10	\$1,112	-0.2%	-0.3%	210	439	93	467
West Nashville	95.1%	0	-50	\$1,330	-1.9%	0.9%	96	245	96	340
TOTALS	95.0%	0	-30	\$1,276	-1.2%	1.4%	1,560	3,851	1,731	4,744



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