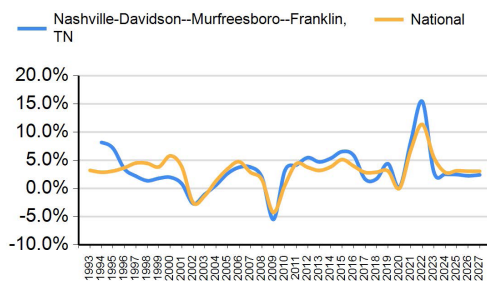


## Market Survey Results and Forecasts

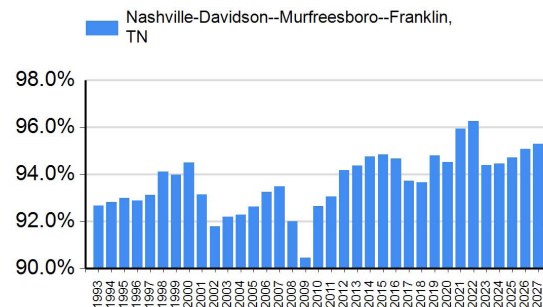
	Sequential				Month	Annual						
	1Q22	2Q22	3Q22	4Q22	Dec-22	2020	2021	2022F	2023F	2024F	2025F	2026F
<b>Effective Rent Per Unit</b>	\$1,560	\$1,628	\$1,669	<b>\$1,636</b>	\$1,630	\$1,297	\$1,407	<b>\$1,623</b>	\$1,670	\$1,712	\$1,754	\$1,793
Per Sq. Ft	\$1.64	\$1.71	\$1.75	<b>\$1.72</b>	\$1.71	\$1.38	\$1.48	<b>\$1.71</b>	\$1.76	\$1.80	\$1.84	\$1.88
Annual Effective Rent Growth	<b>21.1%</b>	<b>20.6%</b>	<b>13.9%</b>	<b>7.8%</b>	<b>6.3%</b>	<b>-2.9%</b>	<b>19.0%</b>	<b>7.8%</b>	<b>2.1%</b>	<b>2.6%</b>	<b>2.2%</b>	<b>2.2%</b>
Quarterly Effective Rent Growth	2.6%	4.4%	2.5%	<b>-2.0%</b>								
<b>Occupancy Rate</b>	<b>97.5%</b>	<b>96.8%</b>	<b>95.8%</b>	<b>94.9%</b>	<b>94.7%</b>	<b>94.5%</b>	<b>95.9%</b>	<b>96.3%</b>	<b>94.4%</b>	<b>94.5%</b>	<b>94.7%</b>	<b>95.1%</b>
Annual Occupancy Change	3.2%	1.3%	<b>-1.4%</b>	<b>-2.7%</b>	-3.1%	-1.0%	3.2%	<b>-2.7%</b>	-1.1%	<b>0.6%</b>	0.2%	0.3%
Quarterly Occupancy Change	0.1%	-0.7%	-1.1%	<b>-0.9%</b>								
<b>Economic Concessions</b>												
Concession Value	<b>\$105.00</b>	<b>\$83.00</b>	<b>\$53.00</b>	<b>\$50.00</b>	<b>\$110.00</b>	<b>\$54.75</b>	<b>\$69.50</b>	<b>\$72.75</b>				
As a % of Asking Rent	6.9%	5.3%	3.2%	<b>3.0%</b>	6.7%	4.3%	5.0%	<b>4.5%</b>				

Source: AXIOMetrics, RCA

## Annual Effective Rent Growth



## Annual Occupancy Rate



## Recent Sales

Date	Property Name	Address	City	Units	Year Built	Price	Price/Unit
Nov-22	Fifth + Broadway (Apartments)	501 Commerce Street	Nashville	380	2020	\$175,664,336	\$462,275
Oct-22	Alta Foundry	615 Spruce Street	Nashville	231	2022	\$86,625,000	\$375,000
Oct-22	Copperfield Apartments	670 Ken Pilkerton Drive	Smyrna	288	2015	\$85,436,364	\$296,654
Nov-22	865 Bellevue	865 Bellevue Road	Nashville	326	1972	\$77,000,000	\$236,196
Dec-22	Landmark At Wynton Pointe	1000 Enclave Circle	Nashville	380	1989	\$75,000,000	\$197,368
Dec-22	Rivertop Apartments	5800 River Road	Nashville	224	2019	\$72,000,000	\$321,429
Oct-22	Highland on Briley	2131 Elm Hill Pike	Nashville	408	1969	\$63,750,000	\$156,250
Oct-22	Aventura At Providence (Phase 1)	2500 Aventura Drive	Mount Juliet	250	2007	\$63,736,107	\$254,944
Oct-22	ParkCentral (leasehold)	220 25 <sup>th</sup> Avenue North	Nashville	200	2013	\$61,500,000	\$307,500

Source: Real Capital Analytics

## Supply & Demand

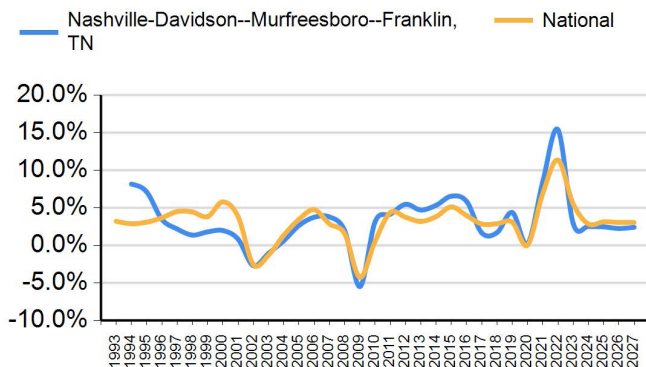
According to the Bureau of Labor Statistics, job growth in Nashville was 5.2% in November 2022, reflecting 56,000 jobs added during a 12-month period. The metro job growth figure was above the national number of 3.2%. RealPage forecasts Nashville's job growth to be 1.4% in 2023, with 15,687 jobs added. Job growth is expected to average 0.9% from 2024 to 2026, with an average of 10,642 jobs added each year.

On the supply side, permits for 4,722 multifamily units were issued in the 12 months ending in November 2022, down -9,270 units from the prior year's sum. In terms of total residential housing, 20,824 units were permitted in the 12 months ending November 2022, a decrease of -9,776 units from the prior year's total.

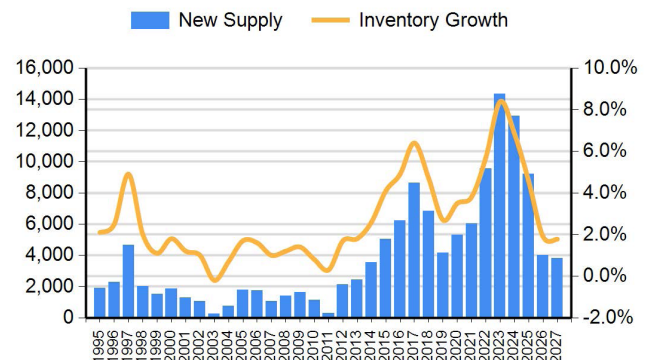
### Market Employment and Permitting

	Annual			Nov-22		Annual Forecast				
	2019	2020	2021	Market	National	2022F	2023F	2024F	2025F	2026F
<b>Employment (000s)</b>	1,046.1	1,002.9	1,052.8	1,142.1	154,990.0	1,114.8	1,130.5	1,140.6	1,153.2	1,162.4
Job Gain (000s)	30.5	(43.2)	50.0	56.0	4,780.0	61.9	15.7	10.1	12.6	9.2
Job Growth (%)	3.0%	-4.1%	5.0%	5.2%	3.2%	5.9%	1.4%	0.9%	1.1%	0.8%
<b>Total Residential Permitting</b>	21,936	25,638	30,600	20,824	1,319,575	18,633	22,802	24,125	24,585	24,818
Relative Change	22.2%	16.9%	19.4%	-29.6%	2.0%	-39.1%	22.4%	5.8%	1.9%	0.9%
<b>Single Family Units Permitted</b>	13,521	14,232	16,351	15,890	748,367					
Relative Change	10.0%	5.3%	14.9%	-3.5%	-8.3%					
<b>Multifamily Units Permitted</b>	8,324	11,060	13,992	4,722	533,860					
Relative Change	49.6%	32.9%	26.5%	-63.3%	20.4%					
<b>Multifamily as a % of Total</b>	37.9%	43.1%	45.7%	22.7%	40.5%					
<b>Demand/Supply Ratio</b>										
Job Gain / Total Residential Units Permitted	1.7	(2.0)	1.9	1.9	3.7	2.0	0.8	0.4	0.5	0.4
Job Gain / Single Family Units Permitted	2.5	(3.2)	3.5	3.4	5.9					
Job Gain / Multifamily Units Permitted	5.5	(5.2)	4.5	4.4	10.8					

### Annual Employment Growth



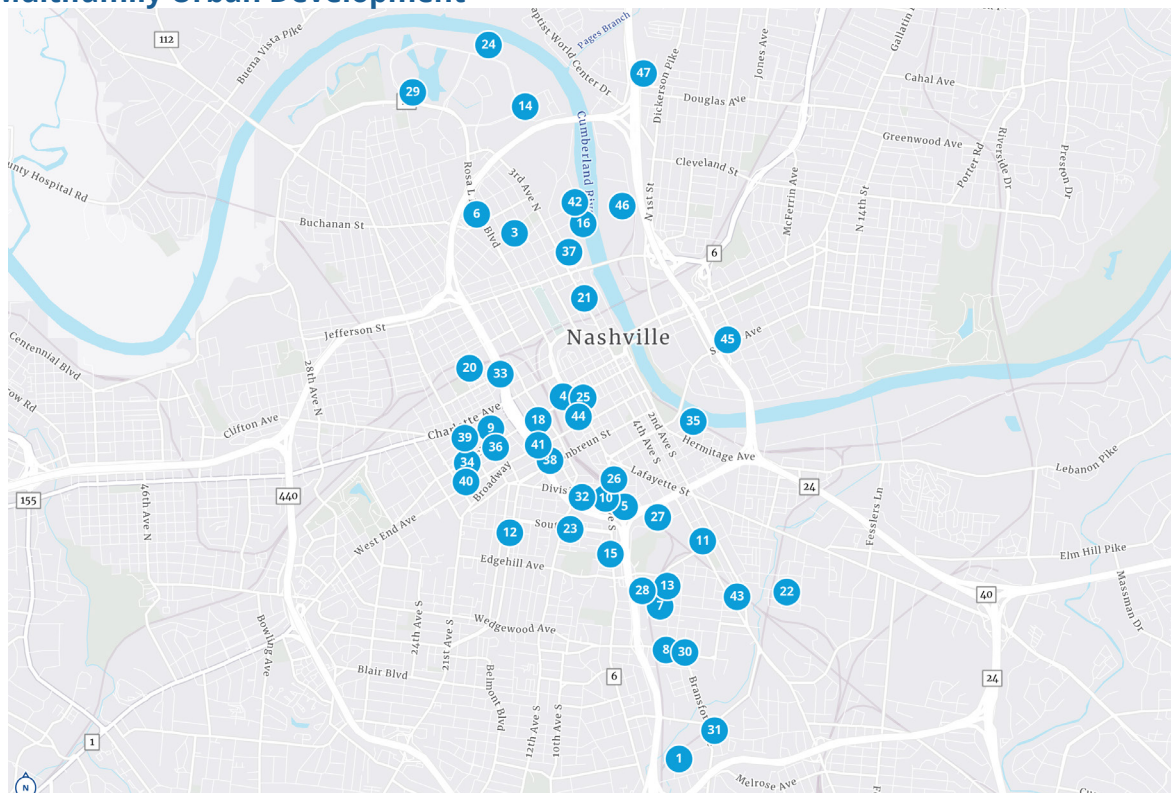
### MF Supply & Inventory Growth



### Multifamily Absorption + Supply

	Annual			4Q22		Annual Forecast				
	2019	2020	2021	Market	National	2022F	2023F	2024F	2025F	2026F
<b>Total Units Absorbed</b>	5,171	3,327	10,854	4,596	(103,485)	4,596	11,745	13,346	9,109	4,443
<b>New Supply</b>	4,158	5,321	6,031	9,562	345,685	9,562	14,362	12,926	9,194	4,012
<b>Inventory Growth</b>	2.7%	3.5%	3.8%	5.7%	1.8%	5.7%	8.4%	6.9%	4.6%	1.9%

# Multifamily Urban Development



Projects Under Construction (+100 units)					
#	Name	Address	# Units	# Stories	Est. Completion
1	8th & Berry	2606 Fessey Park Road	314	5	02/23
2	Alta Riverwalk	115 Great Circle Road	304	3	02/23
3	Hume House	601 Press Place	245	4	03/23
4	Alcove	900 Church Street	356	34	04/23
5	Albion in the Gulch	645 Division Street	415	20	05/23
6	Towne Nashville	808 Garfield Street	329	5	07/23
7	Queens Wedgewood Houston	715 Hagan Street	221	4	07/23
8	WeHo Nashville	661 Wedgewood Avenue	150	6	07/23
9	Margaux Midtown	1600 State Street	291	6	08/23
10	Modera Gulch	810 Division Street	378	15	09/23
11	Nashville Warehouse Company	1124 4th Avenue South	275	10	09/23
12	Signature Music Row	1001 16th Avenue South	101	7	09/23
13	The Finery	622 Merritt Avenue	383	7	10/23
14	Duke at Metrocenter	131 Great Circle Road	194	5	11/23
15	Olympic II	1009 8th Avenue South	108	5	11/23
16	Neuhoff	1312 Adams Street	542	9	12/23
17	Modera Germantown I	1420 Adams Street	400	5	12/23
18	Gibson Residences	1117 Church Street	380	21	12/23
19	Rome	1221 2nd Avenue North	210	7	12/23
20	The Lofts at Marathon	806 16th Avenue North	320	6	01/24
21	Ballpark Village	3rd Ave N & Stockyard Street	369	7	02/24
22	101 Factory Street	101 Factory Street	204	4	02/24
23	Alta Rochelle	1020 Southside Court	370	5	03/24
24	Grand Oaks At Great Circle	341 & 365 Great Circle Road	467	5	05/24
25	Prime	801 Church Street	350	38	05/24
26	Prima	620 8th Avenue South	278	16	06/24
27	6th & Oak	937 6th Avenue South	145	4	06/24
28	700 Hamilton Avenue	700 Hamilton Avenue	240	7	07/24
29	The Chartwell at Watkins I	2298 Rosa L Parks Boulevard	377	5	08/24
30	445 Park Commons	625 Wedgewood Avenue	337	6	08/24
31	Broadstone Berry Hill	2500 Bransford Avenue	302	4	08/24
32	Society Nashville	915 Division Street	502	16	09/24
33	The Chartwell at Marathon	801 12th Ave N & 800 14th Ave North	379	6	09/24
34	19th & Church	1815 Church Street	383	16	10/24
35	Peabody Union at Rolling Mill Hill	30 Peabody Street	354	27	11/24
36	The Gupton	1609 State Street	305	14	11/24
37	Artists Lofts	1217-1231 2nd Avenue North	210	7	11/24
38	Gulch Union	1214 Demonbreun Street	306	28	12/24
39	Aspire Midtown	1801 Patterson Street	277	14	12/24
40	LOCAL Midtown	1904 Hayes Street	307	15	01/25
41	Modera McGavock	1212 & 1214 & 1218 McGavock Street	396	29	02/25
42	Modera Germantown II	1420 Adams Street	400	6	03/25
43	1414 4th Avenue South	1414 4th Avenue South	350	5	03/25
44	Nashville Yards I & II	910 Commerce Street	696	35	06/25
45	Shelby House I	407 S 4th Street	193	5	02/24
46	The Landings at River North I	520-600 Cowan Street	651	7	09/24
47	The Link	55 Lucile Street	221	5	02/24

15,285 units



## Identified Supply

As of January 12, 2023, RealPage has identified 9,036 apartment units scheduled for delivery in 2022, which all units have been delivered. As a comparison, there were 6,031 apartment units delivered in 2021. Properties delivered to the market in the last 12 months have achieved an average asking rent of \$2,165 per unit, or \$2.34 per square foot. Effective rent has averaged \$2,032, or \$2.18 per square foot, resulting in an average concession value of \$232.09. As a comparison, existing properties in the market had an average asking rent of \$1,641 per unit (\$1.73 per square foot) and an average effective rent of \$1,636 per unit, or \$1.72 per square foot, in 4Q22. Concessions for existing properties averaged \$50.00.

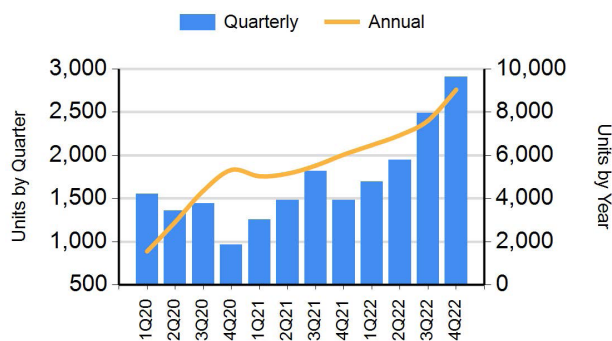
### Submarket Delivery Schedule

Top Submarkets	Pipeline Delivery Schedule				Pipeline Lease Up Trend					
	2020	2021	2022	Total	Units Absorbed		Asking Rent		Effective Rent	
					Totals	PPM	Per Unit	PSF	Per Unit	PSF
Central Nashville	1,341	1,097	3,530	5,968	1,157	8	\$2,506	\$3.26	\$2,251	\$2.93
Franklin/Brentwood	671	517	1,040	2,228	426	8	\$2,162	\$1.82	\$2,076	\$1.75
South Nashville	92	342	685	1,119	285	10	\$1,805	\$2.29	\$1,654	\$2.10
Southeast Nashville	251	741	1,143	2,135	313	8	\$1,877	\$1.51	\$1,847	\$1.48
West Nashville	174	842	933	1,949	653	12	\$2,084	\$2.21	\$2,006	\$2.11
Other	2,792	2,492	1,705	6,989	506	6	\$1,845	\$1.58	\$1,807	\$1.54
<b>Nashville, Davidson, Murfreesboro, Franklin, TN</b>	<b>5,321</b>	<b>6,031</b>	<b>9,036</b>	<b>20,388</b>	<b>3,340</b>	<b>8</b>	<b>\$2,165</b>	<b>\$2.34</b>	<b>\$2,032</b>	<b>\$2.18</b>

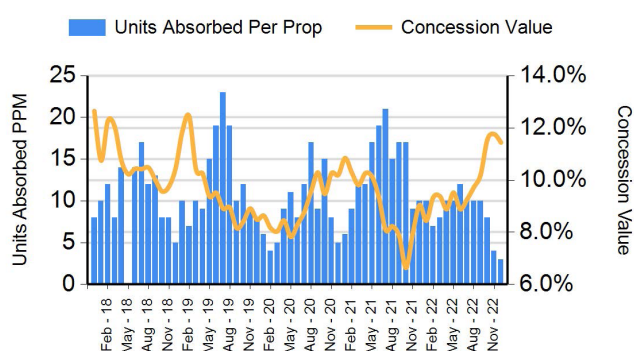
\*Based on 2022 deliveries

\*Trend based on a trailing 12 month period

### Identified Unit Deliveries



### Lease Up Performance



FOR MORE INFORMATION

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