

NASHVILLE MARKET REPORT

NSH

MARKET INSIGHTS • 3Q22



2.4%

Nashville Unemployment Rate



10,312

Annual New Home Starts



10,720

Annual New Home Closings

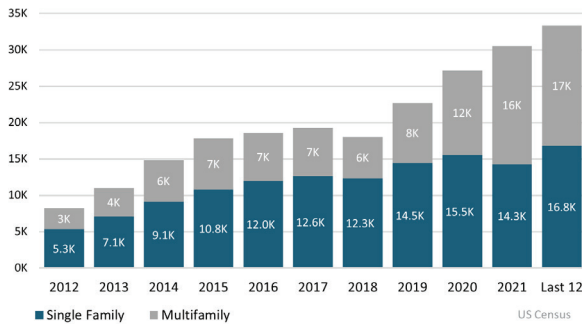


\$546,832

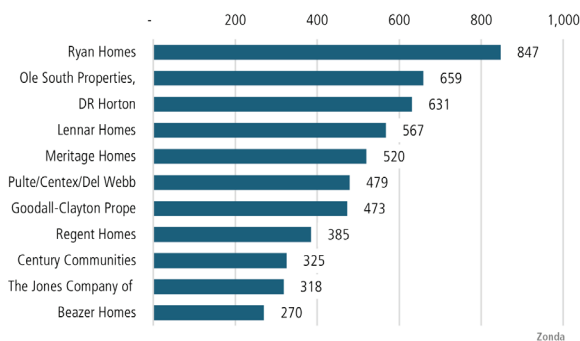
Median New Home Price

NEW HOUSING TRENDS¹

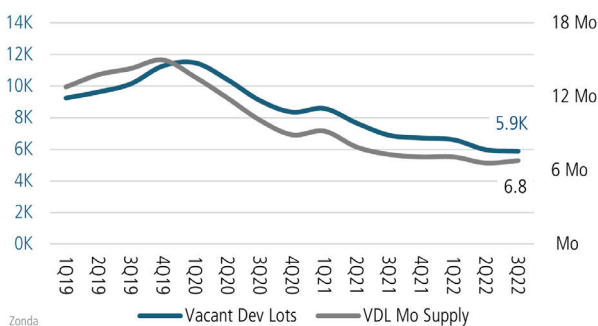
Single & Multi-Family Permits



12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED NEW HOME STARTS



ANNUALIZED NEW HOME CLOSINGS

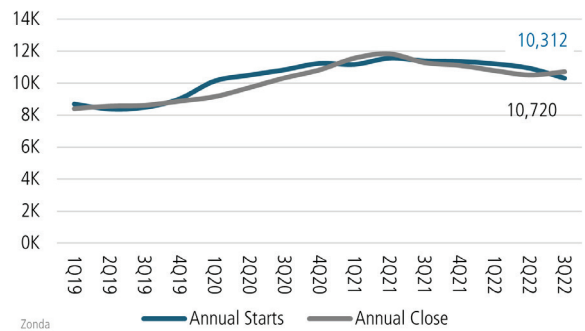


* Decline in closings due to material and labor shortages

MEDIAN NEW HOME PRICE



Annual Starts vs Closings



MLS RESALE STATISTICS - NASHVILLE MSA SINGLE FAMILY HOMES²

CLOSED SALES



MONTHS OF INVENTORY



MEDIAN SALE PRICE



DAYS ON MARKET



ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

NASHVILLE

Sep 2021	Sep 2022
3.1%	2.4%
▼ -0.7%	

TENNESSEE

Sep 2021	Sep 2022
3.6%	3.0%
▼ -0.6%	



TOTAL NONFARM EMPLOYMENT (in thousands)

NASHVILLE

Sep 2021	Sep 2022
1,048	1,129
▲ 7.7%	

TENNESSEE

Sep 2021	Sep 2022
3,105	3,271
▲ 5.3%	



EMPLOYMENT CHANGE

NASHVILLE

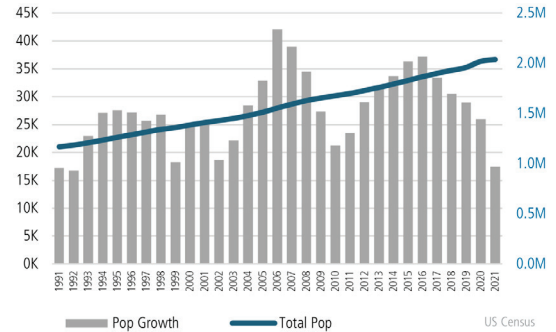
Annualized Employment Change*
7.0%

TENNESSEE

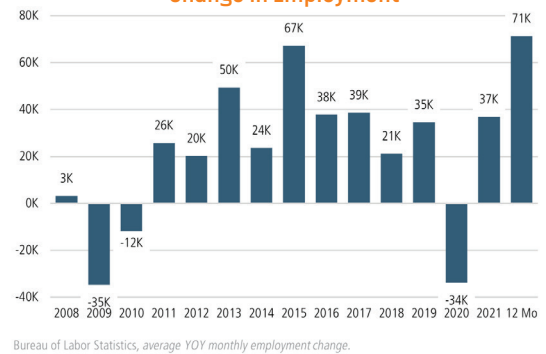
Annualized Employment Change*
4.5%



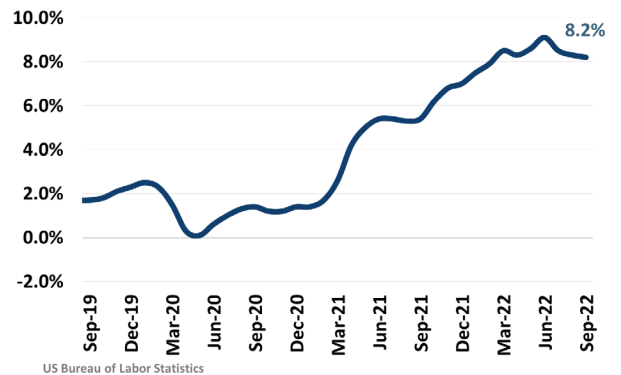
Population Growth & Total Population



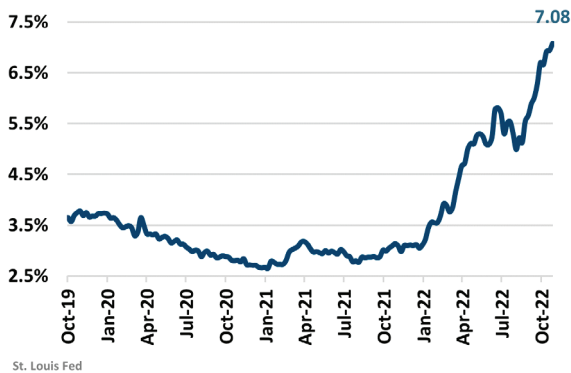
Change in Employment



US Inflation Rate

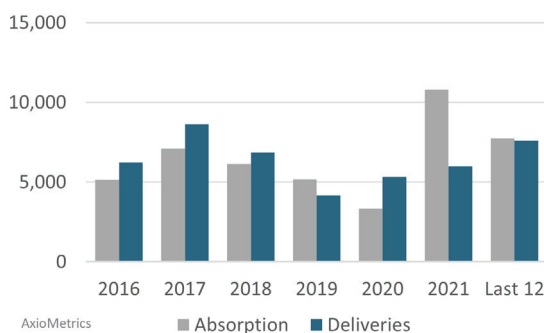


30 Year Fixed Mortgage Rate

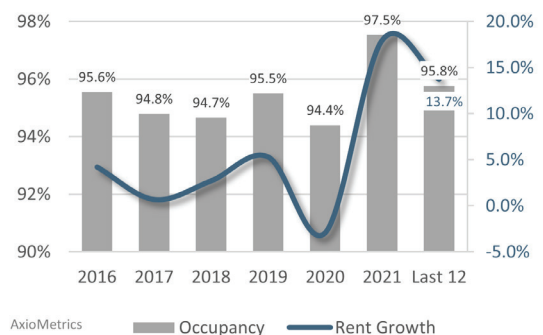


MULTIFAMILY STATISTICS

Absorption & Deliveries



Occupancy & Rent Growth



THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM



29 Offices Across the Nation



75+ Specialized Advisors



55+ Staff Professionals



\$32+ Billion in Sales Since 1987

SCOTTSDALE, AZ
CASA GRANDE, AZ
PRESCOTT, AZ
TUCSON, AZ
IRVINE, CA
BAY AREA, CA
COACHELLA VALLEY, CA
PASADENA, CA
ROSEVILLE, CA
SAN DIEGO, CA
SANTA BARBARA, CA
VALENCIA, CA
LODI, CA
JACKSONVILLE, FL

ORLANDO, FL
TAMPA, FL
ATLANTA, GA
BOISE, ID
KANSAS CITY, MO
CHARLOTTE, NC
ALBUQUERQUE, NM
LAS VEGAS, NV
RENO, NV
NASHVILLE, TN
AUSTIN, TX
DALLAS-FORT WORTH, TX
HOUSTON, TX
SALT LAKE CITY, UT
BELLEVUE, WA

FUTURE OFFICES
CHARLESTON, SC
DENVER, CO
RALEIGH-DURHAM, NC

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