

NASHVILLE MARKET REPORT

NSH

MARKET INSIGHTS • 4Q22



2.3%

Nashville Unemployment Rate



9,396

Annual New Home Starts



10,831

Annual New Home Closings

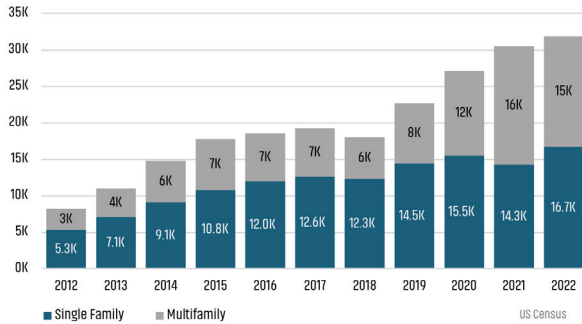


\$605,863

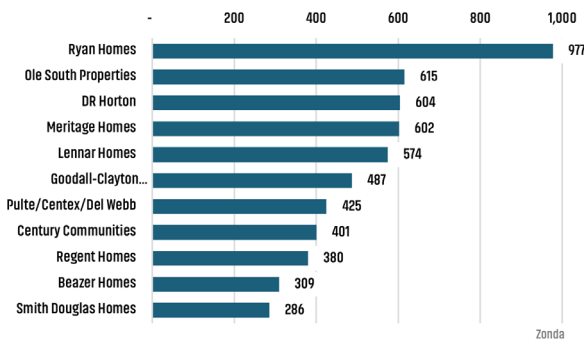
Median New Home Price

NEW HOUSING TRENDS¹

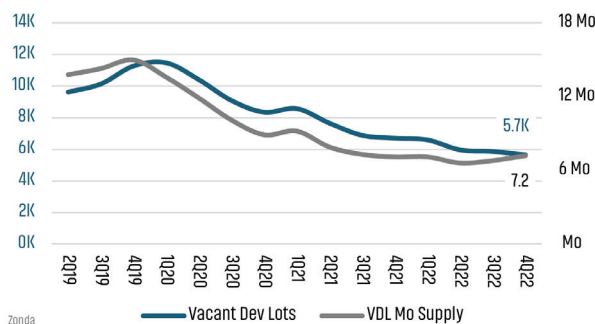
Single & Multi-Family Permits



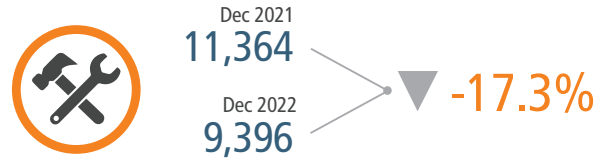
12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED NEW HOME STARTS

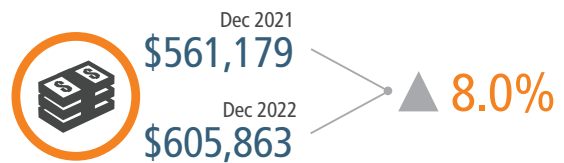


ANNUALIZED NEW HOME CLOSINGS

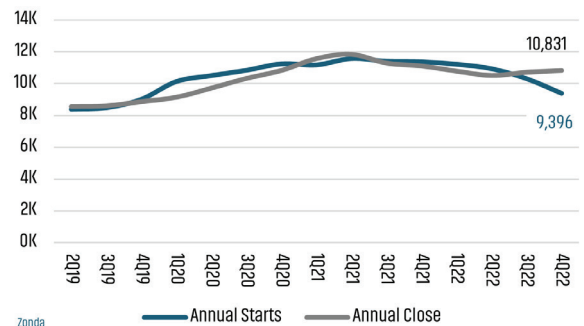


* Decline in closings due to material and labor shortages

MEDIAN NEW HOME PRICE



Annual Starts vs Closings



MLS RESALE STATISTICS - NASHVILLE MSA SINGLE FAMILY HOMES²

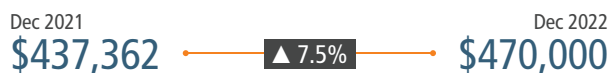
ANNUALIZED SALES YTD



MONTHS OF INVENTORY



MEDIAN SALE PRICE

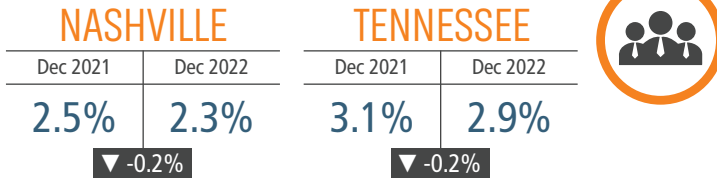


DAYS ON MARKET

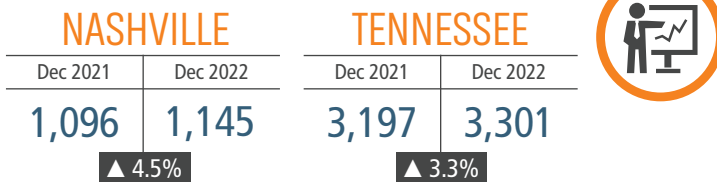


ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)



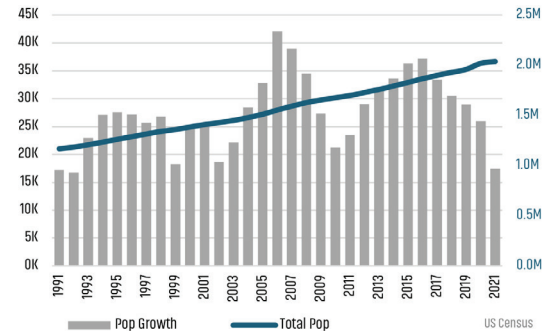
TOTAL NONFARM EMPLOYMENT (in thousands)



EMPLOYMENT CHANGE



Population Growth & Total Population



Change in Employment



US Inflation Rate

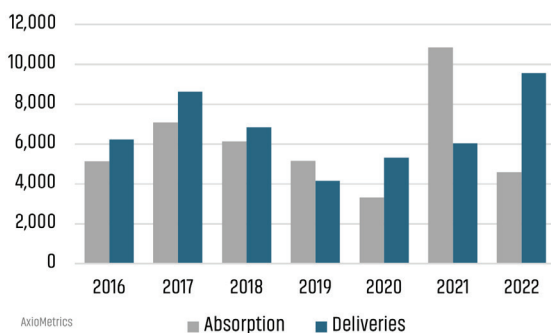


30 Year Fixed Mortgage Rate

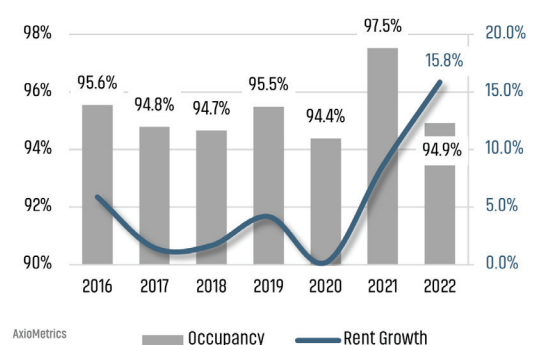


MULTIFAMILY STATISTICS

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, KS/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

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