

NASHVILLE MARKET REPORT

NSH

MARKET INSIGHTS • 3Q24



3.0%

Nashville Unemployment Rate



20.6%

YoY New Home Starts Up



8.9%

YoY New Home Closings Up

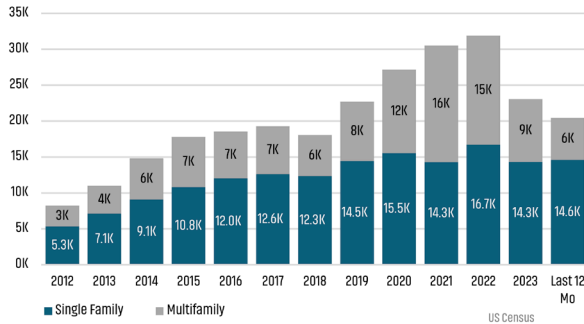


\$587,419

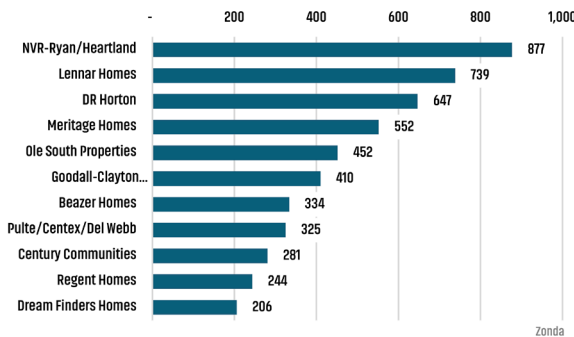
Median New Home Price

NEW HOUSING TRENDS¹

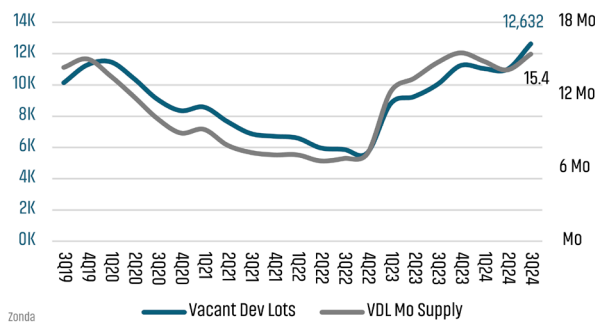
Single & Multi-Family Permits



12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED NEW HOME STARTS



Sep 2023: 8,187
 Sep 2024: 9,873
 ▲ 20.6%

ANNUALIZED NEW HOME CLOSINGS



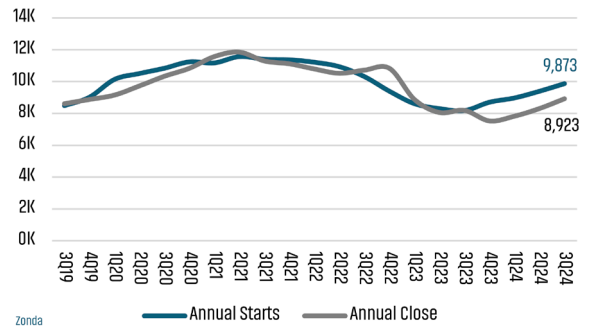
Sep 2023: 8,193
 Sep 2024: 8,923
 ▲ 8.9%

MEDIAN NEW HOME PRICE



Sep 2023: \$584,166
 Sep 2024: \$587,419
 ▲ 0.6%

Annual Starts vs Closings



MLS RESALE STATISTICS - NASHVILLE MSA SINGLE FAMILY HOMES²

ANNUALIZED CLOSED SALES

Sep 2023: 26,682
 Sep 2024: 26,371
 ▼ -1.2%

MONTHS OF INVENTORY

Sep 2023: 3.1 Mo
 Sep 2024: 3.8 Mo
 ▲ 0.7 Mo

MEDIAN SALE PRICE

Sep 2023: \$468,410
 Sep 2024: \$467,000
 ▼ -0.3%

DAYS ON MARKET

Sep 2023: 47 Days
 Sep 2024: 46 Days
 ▼ -1 Days

Sources: (1) Zonda (2) Greater Nashville Realtors®

ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

NASHVILLE

Sep 2023	Sep 2024
2.7%	3.0%
▲ 0.3%	

TENNESSEE

Sep 2023	Sep 2024
3.4%	3.2%
▼ -0.2%	



TOTAL NONFARM EMPLOYMENT (in thousands)

NASHVILLE

Sep 2023	Sep 2024
1,116	1,120
▲ 0.4%	

TENNESSEE

Sep 2023	Sep 2024
3,267	3,303
▲ 1.1%	



EMPLOYMENT CHANGE

NASHVILLE

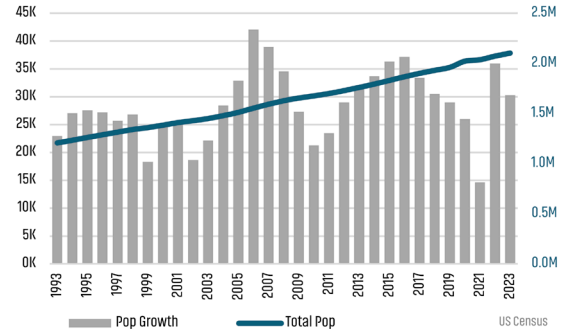
Annualized Employment Change	1.6%
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TENNESSEE

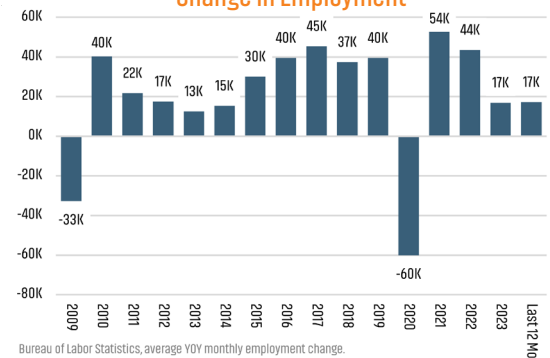
Annualized Employment Change	0.9%
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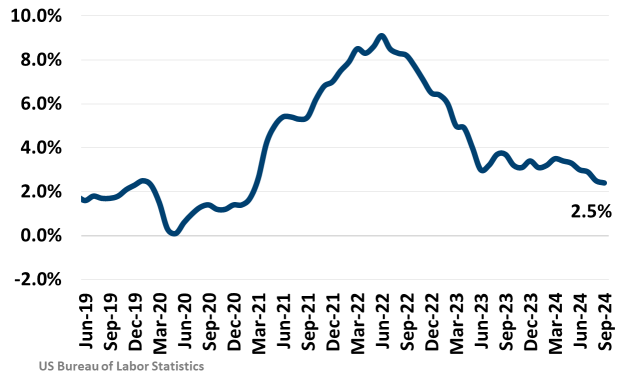
Population Growth & Total Population



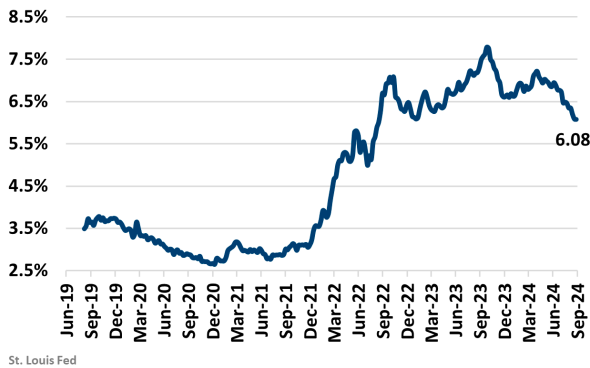
Change in Employment



US Inflation Rate

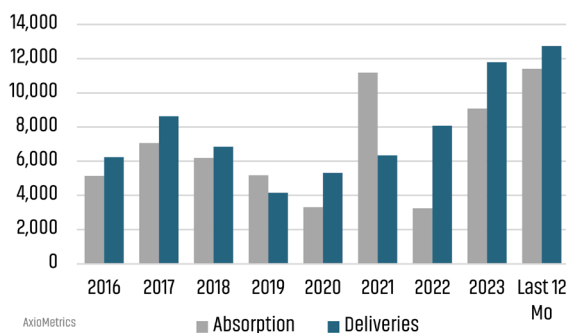


30 Year Fixed Mortgage Rate

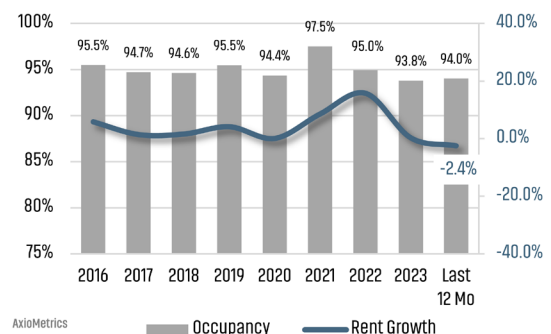


MULTIFAMILY STATISTICS

Absorption & Deliveries



Occupancy & Rent Growth



Sources: (3) Bureau of Labor Statistics
*Seasonally Adjusted

THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM



30 Offices Across the Nation



85+ Specialized Advisors



45+ Staff Professionals



\$15+ Billion in Sales Since 2017

PHOENIX, AZ (HQ)

CASA GRANDE, AZ

PRESCOTT, AZ

TUCSON, AZ

BAY AREA, CA

IRVINE, CA

LODI, CA

PASADENA, CA

ROSEVILLE, CA

SACRAMENTO VALLEY, CA

SAN DIEGO, CA

SANTA BARBARA, CA

VALENCIA, CA

DENVER, CO

JACKSONVILLE, FL

ORLANDO, FL

TAMPA, FL

ATLANTA, GA

BOISE, ID

KANSAS CITY, KS/MO

CHARLOTTE, NC

LAS VEGAS, NV

RENO, NV

GREENVILLE, SC

NASHVILLE, TN

AUSTIN, TX

DALLAS-FORT WORTH, TX

HOUSTON, TX

SALT LAKE CITY, UT

BELLEVUE, WA

FUTURE OFFICES

ALBUQUERQUE, NM

CHARLESTON, SC

COLORADO SPRINGS, CO

RALEIGH-DURHAM, NC

SAN ANTONIO, TX

Nashville Market Team

Eric S. Deems | edeems@landadvisors.com

George Schubert | gschubert@landadvisors.com

3322 West End Avenue, Suite 610, Nashville, TN 37203

Phone: 615.845.9500

[LandAdvisors.com](https://www.LandAdvisors.com)

