



## QUARTERLY MARKET REPORT

# Nashville Multifamily

*Fourth Quarter 2026*

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Vacancy, rents, absorption, sales and new construction across 15 submarkets and about 208,000 apartment units in the Nashville MSA.

Bellevue

Downtown Nashville

Murfreesboro

Southeast Nashville

West Nashville

Clarksville

Madison–Rivergate

Robertson County

Sumner County

Williamson County

Donelson–Hermitage

Maury County

Smyrna–La Vergne

West End

Wilson County

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*Built Around Relationships.  
Driven by Determination.*

Prepared by  
**John M. Ashley, Partner | Principal**  
October 2026

## — WELCOME

# A note on the quarter

Thank you for reading our fourth-quarter look at Nashville apartments. Across the 15 submarkets we track, renters absorbed about 9,700 units over the past year while 6,000 were delivered. Vacancy is still elevated at 9.7% and asking rents are down 0.4%, but new construction is slowing.

The report opens with a metro overview, then gives each submarket its own page: vacancy and rents by class, leasing demand, recent sales, pricing and the construction pipeline.

If you own, are building or are looking to buy apartments in Middle Tennessee, I would welcome a conversation about what these numbers mean for you.

*John M. Ashley*

Partner | Principal, Jacks Creek Commercial Group

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9.7%  
vacancy, 15 submarkets

\$1,710  
avg. asking rent, Nashville

9,658  
units absorbed, 12 months

\$1.46B  
sales, 12 months

Source: CoStar Group; combined figures calculated by Jacks Creek Commercial Group.

02

# Nashville Multifamily

15 submarkets · 207,820 apartment units tracked

| Vacancy                               | Asking rent                           | Rent growth                          | Net absorption                                 | Under construction                       |
|---------------------------------------|---------------------------------------|--------------------------------------|------------------------------------------------|------------------------------------------|
| <b>9.7%</b><br>15 submarkets combined | <b>\$1,710</b><br>Nashville, per unit | <b>-0.4%</b><br>Nashville, past year | <b>9,658</b><br>units, 12 mo.; 6,047 delivered | <b>9,179</b><br>units, 4.4% of inventory |

Renters absorbed 60% more units than were delivered, but rents are flat.

## SUBMARKETS AT A GLANCE

| Submarket               | Units  | Vacancy                                                                                          | Asking rent | Rent growth | 12-mo absorption | Under constr. | Price /unit | Cap rate |
|-------------------------|--------|--------------------------------------------------------------------------------------------------|-------------|-------------|------------------|---------------|-------------|----------|
| Robertson County        | 1,150  |  <b>6.2%</b>    | \$1,516     | 2.3%        | 77               | 0             | \$235K      | 5.5%     |
| West End                | 8,113  |  <b>6.7%</b>    | \$1,918     | -0.4%       | 201              | 158           | \$274K      | 6.0%     |
| Smyrna-La Vergne        | 6,691  |  <b>7.3%</b>    | \$1,588     | 0.3%        | 237              | 642           | \$207K      | 5.8%     |
| Donelson-Hermitage      | 11,521 |  <b>7.5%</b>    | \$1,472     | 1.1%        | 405              | 315           | \$191K      | 5.8%     |
| Murfreesboro            | 19,660 |  <b>7.5%</b>    | \$1,527     | 0.7%        | 345              | 232           | \$190K      | 5.8%     |
| Wilson County           | 9,304  |  <b>7.8%</b>    | \$1,663     | 0.7%        | 163              | 1,151         | \$208K      | 5.9%     |
| Bellevue                | 6,955  |  <b>8.4%</b>    | \$1,654     | -1.2%       | 166              | 0             | \$212K      | 5.9%     |
| West Nashville          | 7,351  |  <b>8.5%</b>  | \$1,778     | 1.0%        | 297              | 680           | \$269K      | 5.4%     |
| Williamson County       | 13,969 |  <b>8.6%</b>  | \$2,009     | 0.0%        | 494              | 404           | \$294K      | 5.5%     |
| Southeast Nashville     | 36,052 |  <b>8.9%</b>  | \$1,402     | -0.8%       | 866              | 328           | \$181K      | 5.8%     |
| Madison-Rivergate       | 13,544 |  <b>9.4%</b>  | \$1,533     | -1.7%       | 746              | 762           | \$211K      | 5.8%     |
| Clarksville             | 17,908 |  <b>9.6%</b>  | \$1,225     | 0.0%        | 368              | 570           | \$142K      | 6.8%     |
| Sumner County           | 12,459 |  <b>10.7%</b> | \$1,539     | -0.5%       | 705              | 708           | \$211K      | 5.6%     |
| Maury County            | 6,731  |  <b>12.3%</b> | \$1,546     | -1.0%       | 328              | 293           | \$196K      | 5.7%     |
| Downtown Nashville      | 36,412 |  <b>14.1%</b> | \$2,244     | -1.2%       | 4,260            | 2,936         | \$351K      | 5.7%     |
| <i>Nashville market</i> |        |                                                                                                  | \$1,710     | -0.4%       |                  |               | \$240K      | 5.7%     |

## BY CLASS, ALL 15 SUBMARKETS

| Class   | Units   | Share | Vacancy      | Asking  | Effective | Concessions | Price /unit | Under constr. |
|---------|---------|-------|--------------|---------|-----------|-------------|-------------|---------------|
| Class A | 101,536 | 49%   | <b>11.1%</b> | \$1,943 | \$1,722   | 11.4%       | \$298K      | 5,951         |
| Class B | 73,546  | 35%   | <b>8.8%</b>  | \$1,452 | \$1,372   | 5.5%        | \$179K      | 3,228         |
| Class C | 32,738  | 16%   | <b>7.2%</b>  | \$1,278 | \$1,227   | 4.0%        | \$138K      | 0             |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Unit-weighted averages; concessions = discount from asking to effective rent.

## WHAT WE'RE WATCHING

**Downtown is leasing up.** It absorbed 4,260 units, 44% of the total, though effective rents run 14% below asking.

**The pipeline is thinning.** About 9,200 units are under construction; Downtown, Wilson County and Madison-Rivergate hold more than half.

**Suburbs draw the capital.** Williamson County led sales at \$341M, including Wyndchase Aspen Grove at \$128M.

Source: CoStar Group multifamily submarket reports, October 8, 2026. Sorted by vacancy; rents per unit per month. Combined figures calculated by Jacks Creek.

# Bellevue

Nashville MSA · 6,955 apartment units

|                                                            |                                                                     |                                                        |                                                                     |                                                |
|------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------|---------------------------------------------------------------------|------------------------------------------------|
| <b>Vacancy</b><br><b>8.4%</b><br>8.0% forecast at year-end | <b>Asking rent</b><br><b>\$1,654</b><br>per unit; effective \$1,498 | <b>Rent growth</b><br><b>-1.2%</b><br>Nashville: -0.4% | <b>Net absorption</b><br><b>166</b><br>units, 12 mo.; 173 delivered | <b>Under construction</b><br><b>0</b><br>units |
|------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------|---------------------------------------------------------------------|------------------------------------------------|

## THE QUARTER IN BRIEF

Bellevue finished its last new project and has nothing else under construction.

- Vacancy is 8.4%. Class A is the soft spot at 13.1% after HARMON West Meade delivered 173 units.
- Asking rents fell 1.2% to \$1,654. CoStar expects vacancy to stay near 8% through 2030.
- Three sales totaled \$97.3M, led by Hillmeade Apartment Homes (\$55.0M, \$191K/unit).

## BY CLASS

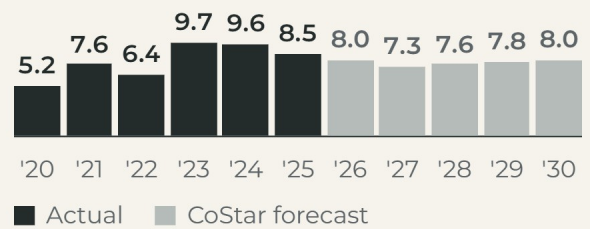
| Class   | Units | Vacancy | Asking  | Effective | Price/unit |
|---------|-------|---------|---------|-----------|------------|
| Class A | 1,987 | 13.1%   | \$1,904 | \$1,649   | \$286K     |
| Class B | 3,911 | 7.5%    | \$1,550 | \$1,435   | \$181K     |
| Class C | 1,057 | 2.8%    | \$1,567 | \$1,448   | \$189K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|                           |          |                |        |
|---------------------------|----------|----------------|--------|
| Hillmeade Apartment Homes | Feb 2026 | <b>\$55.0M</b> | \$191K |
| Vetra Belle Meade         | Jun 2026 | <b>\$41.5M</b> | \$201K |
| 601 Bellevue Rd N         | Feb 2026 | <b>\$0.8M</b>  | \$94K  |

## VACANCY, 2020-2030



## RENTS, PER UNIT

|                   |                |
|-------------------|----------------|
| Asking rent today | 2030 forecast  |
| <b>\$1,654</b>    | <b>\$1,759</b> |

## CAPITAL MARKETS, 12 MONTHS

|                |                        |
|----------------|------------------------|
| Sales volume   | Market price           |
| <b>\$97.3M</b> | <b>\$212K/unit</b>     |
| 3 sales        | Nashville: \$240K/unit |

Market cap rate

**5.9%**  
Nashville: 5.7%

## PIPELINE

**0 units** under construction  
**0 units** proposed, next 2 years

Last delivery: HARMON West Meade, 173 units (Jun 2026)

# Clarksville

Nashville MSA · 17,908 apartment units

|                                                            |                                                                     |                                                       |                                                                     |                                                                     |
|------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|
| <b>Vacancy</b><br><b>9.6%</b><br>9.6% forecast at year-end | <b>Asking rent</b><br><b>\$1,225</b><br>per unit; effective \$1,172 | <b>Rent growth</b><br><b>0.0%</b><br>Nashville: -0.4% | <b>Net absorption</b><br><b>368</b><br>units, 12 mo.; 303 delivered | <b>Under construction</b><br><b>570</b><br>units, 3.2% of inventory |
|------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|

## THE QUARTER IN BRIEF

Clarksville has the lowest rents and the highest cap rate of the 15 submarkets.

- Vacancy is 9.6% and rents are flat at \$1,225. Class B properties, 61% of the units, are softest at 10.6%.
- Market pricing is \$142K/unit at a 6.8% cap rate. Seven sales totaled \$46.9M.
- 570 units are under construction, led by Walker Town Centre (349 units, due January 2028).

## BY CLASS

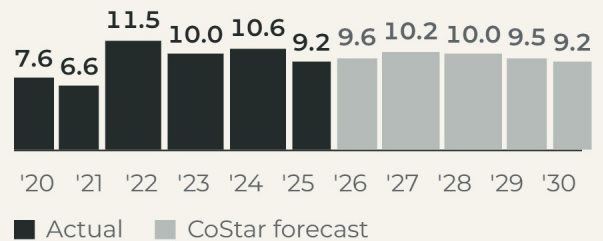
| Class          | Units  | Vacancy | Asking  | Effective | Price/unit |
|----------------|--------|---------|---------|-----------|------------|
| <b>Class A</b> | 3,612  | 8.2%    | \$1,340 | \$1,281   | \$176K     |
| <b>Class B</b> | 10,985 | 10.6%   | \$1,224 | \$1,171   | \$138K     |
| <b>Class C</b> | 3,311  | 8.0%    | \$1,081 | \$1,038   | \$110K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|                              |          |                |        |
|------------------------------|----------|----------------|--------|
| The Element at Wilma Rudolph | Feb 2026 | <b>\$15.8M</b> | \$106K |
| Northpark Commons            | Jun 2026 | <b>\$13.6M</b> | \$155K |
| The Valere Apartments        | Jan 2026 | <b>\$4.8M</b>  | \$100K |

## VACANCY, 2020-2030



## RENTS, PER UNIT

|                   |                |
|-------------------|----------------|
| Asking rent today | 2030 forecast  |
| <b>\$1,225</b>    | <b>\$1,322</b> |

## CAPITAL MARKETS, 12 MONTHS

|                |                        |
|----------------|------------------------|
| Sales volume   | Market price           |
| <b>\$46.9M</b> | <b>\$142K/unit</b>     |
| 7 sales        | Nashville: \$240K/unit |

Market cap rate

**6.8%**

Nashville: 5.7%

## PIPELINE

**570 units** under construction

**208 units** proposed, next 2 years

Largest: Walker Town Centre, 349 units (Jan 2028)

# Donelson–Hermitage

Nashville MSA · 11,521 apartment units

|                                                            |                                                                     |                                                       |                                                                    |                                                                     |
|------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------|--------------------------------------------------------------------|---------------------------------------------------------------------|
| <b>Vacancy</b><br><b>7.5%</b><br>7.5% forecast at year-end | <b>Asking rent</b><br><b>\$1,472</b><br>per unit; effective \$1,384 | <b>Rent growth</b><br><b>1.1%</b><br>Nashville: -0.4% | <b>Net absorption</b><br><b>405</b><br>units, 12 mo.; 89 delivered | <b>Under construction</b><br><b>315</b><br>units, 2.7% of inventory |
|------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------|--------------------------------------------------------------------|---------------------------------------------------------------------|

## THE QUARTER IN BRIEF

Donelson–Hermitage absorbed 405 units on just 89 delivered, cutting vacancy to 7.5%.

- Vacancy fell from 11.3% at the end of 2025 to 7.5% today.
- Asking rents rose 1.1% to \$1,472, one of six submarkets where rents are up.
- Woodland Pointe Residences sold for \$51.5M (\$215K/unit), most of the \$60.6M in sales.

## BY CLASS

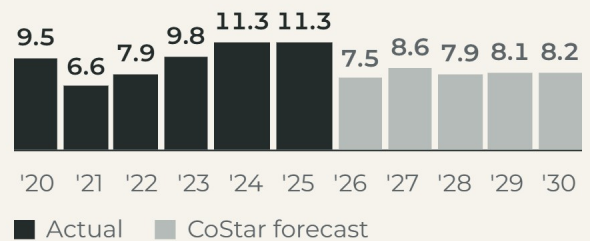
| Class          | Units | Vacancy | Asking  | Effective | Price/unit |
|----------------|-------|---------|---------|-----------|------------|
| <b>Class A</b> | 3,736 | 6.7%    | \$1,712 | \$1,575   | \$244K     |
| <b>Class B</b> | 5,680 | 7.4%    | \$1,366 | \$1,299   | \$172K     |
| <b>Class C</b> | 2,105 | 9.5%    | \$1,283 | \$1,236   | \$141K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|                            |          |                |        |
|----------------------------|----------|----------------|--------|
| Woodland Pointe Residences | Jun 2026 | <b>\$51.5M</b> | \$215K |
| East Lake Apartments       | Jan 2026 | <b>\$6.0M</b>  | \$98K  |
| Dawn Villa Apartments      | Jan 2026 | <b>\$3.1M</b>  | \$78K  |

## VACANCY, 2020–2030



## RENTS, PER UNIT

|                   |                |
|-------------------|----------------|
| Asking rent today | 2030 forecast  |
| <b>\$1,472</b>    | <b>\$1,562</b> |

## CAPITAL MARKETS, 12 MONTHS

|                 |                        |
|-----------------|------------------------|
| Sales volume    | Market price           |
| <b>\$60.6M</b>  | <b>\$191K/unit</b>     |
| 3 sales         | Nashville: \$240K/unit |
| Market cap rate |                        |
| <b>5.8%</b>     |                        |
| Nashville: 5.7% |                        |

## PIPELINE

**315 units** under construction  
**154 units** proposed, next 2 years  
Largest: Declan Hermitage, 315 units (Jun 2027)

# Downtown Nashville

Nashville MSA · 36,412 apartment units

|                                                              |                                                                     |                                                        |                                                                         |                                                                       |
|--------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------|-------------------------------------------------------------------------|-----------------------------------------------------------------------|
| <b>Vacancy</b><br><b>14.1%</b><br>13.1% forecast at year-end | <b>Asking rent</b><br><b>\$2,244</b><br>per unit; effective \$1,921 | <b>Rent growth</b><br><b>-1.2%</b><br>Nashville: -0.4% | <b>Net absorption</b><br><b>4,260</b><br>units, 12 mo.; 2,336 delivered | <b>Under construction</b><br><b>2,936</b><br>units, 8.1% of inventory |
|--------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------|-------------------------------------------------------------------------|-----------------------------------------------------------------------|

## THE QUARTER IN BRIEF

Downtown led the metro in leasing, but concessions are heavy.

- Renters absorbed 4,260 units against 2,336 delivered. Vacancy fell from 19.0% at the end of 2025 to 14.1%.
- Asking rent is \$2,244, the highest in the metro, but effective rent is \$1,921, 14% lower.
- 2,936 units are under construction and 3,997 more are proposed. CoStar expects vacancy near 10% by 2030.

## BY CLASS

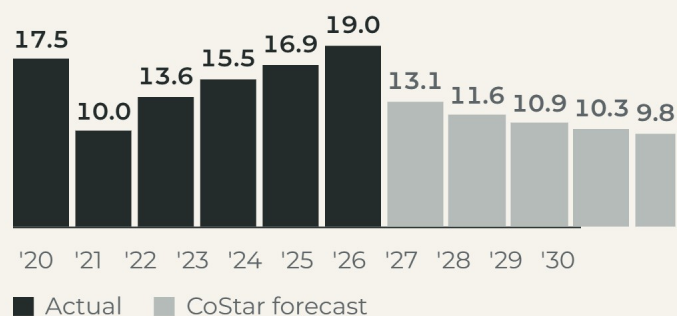
| Class          | Units  | Vacancy | Asking  | Effective | Price/unit |
|----------------|--------|---------|---------|-----------|------------|
| <b>Class A</b> | 32,889 | 14.4%   | \$2,292 | \$1,951   | \$369K     |
| <b>Class B</b> | 2,422  | 12.5%   | \$1,722 | \$1,620   | \$229K     |
| <b>Class C</b> | 1,101  | 8.1%    | \$1,175 | \$1,155   | \$148K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|              |          |                |        |
|--------------|----------|----------------|--------|
| Camden Gulch | Aug 2026 | <b>\$88.6M</b> | \$295K |
| 909 Flats    | Dec 2025 | <b>\$60.5M</b> | \$261K |
| Vetra 500    | Feb 2026 | <b>\$23.0M</b> | \$135K |

## VACANCY, 2020-2030



## RENTS, PER UNIT

|                   |                |
|-------------------|----------------|
| Asking rent today | 2030 forecast  |
| <b>\$2,244</b>    | <b>\$2,400</b> |

## CAPITAL MARKETS, 12 MONTHS

|                 |                        |
|-----------------|------------------------|
| Sales volume    | Market price           |
| <b>\$182.2M</b> | <b>\$351K/unit</b>     |
| 7 sales         | Nashville: \$240K/unit |
| Market cap rate |                        |
| <b>5.7%</b>     |                        |
| Nashville: 5.7% |                        |

## PIPELINE

**2,936 units** under construction  
**3,997 units** proposed, next 2 years  
Largest under way: Ray Nashville, 393 units (Jan 2027)

# Madison–Rivergate

Nashville MSA · 13,544 apartment units

## Vacancy

9.4%

10.1% forecast at year-end

## Asking rent

\$1,533

per unit; effective \$1,392

## Rent growth

–1.7%

Nashville: –0.4%

## Net absorption

746

units, 12 mo.; 195 delivered

## Under construction

762

units, 5.6% of inventory

## THE QUARTER IN BRIEF

Madison–Rivergate is filling space but cutting rents, with more supply on the way.

- Renters absorbed 746 units against 195 delivered. Vacancy is 9.4%, down from 16.2% in 2024.
- Asking rents fell 1.7%, the steepest drop of the 15 submarkets.
- Nine sales totaled \$145.2M. With 762 units under construction and 1,023 proposed, CoStar sees vacancy back near 12% by 2029.

## BY CLASS

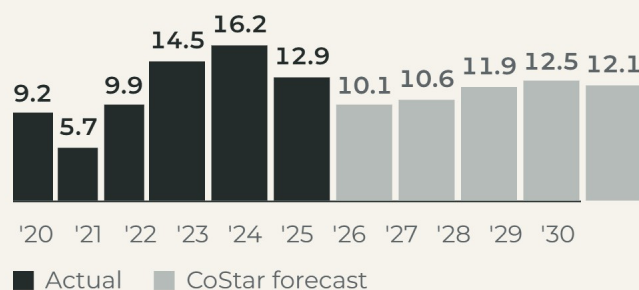
| Class   | Units | Vacancy | Asking  | Effective | Price/unit |
|---------|-------|---------|---------|-----------|------------|
| Class A | 4,904 | 10.0%   | \$1,846 | \$1,558   | \$295K     |
| Class B | 4,404 | 7.9%    | \$1,401 | \$1,326   | \$188K     |
| Class C | 4,236 | 10.4%   | \$1,291 | \$1,258   | \$140K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|                          |          |         |        |
|--------------------------|----------|---------|--------|
| Stacks on Main           | Nov 2025 | \$68.0M | \$254K |
| Flats at Laurel and Pine | Jul 2026 | \$42.2M | \$254K |
| The Arcadia              | Jun 2026 | \$15.2M | \$188K |

## VACANCY, 2020–2030



## RENTS, PER UNIT

| Asking rent today | 2030 forecast |
|-------------------|---------------|
| \$1,533           | \$1,613       |

## CAPITAL MARKETS, 12 MONTHS

| Sales volume    | Market price           |
|-----------------|------------------------|
| \$145.2M        | \$211K/unit            |
| 9 sales         | Nashville: \$240K/unit |
| Market cap rate |                        |
| 5.8%            |                        |
| Nashville: 5.7% |                        |

## PIPELINE

**762 units** under construction  
**1,023 units** proposed, next 2 years  
 Largest under way: The Cove, 250 units (Feb 2028)

# Maury County

Nashville MSA · 6,731 apartment units

|                                                              |                                                                     |                                                        |                                                                     |                                                                     |
|--------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|
| <b>Vacancy</b><br><b>12.3%</b><br>15.1% forecast at year-end | <b>Asking rent</b><br><b>\$1,546</b><br>per unit; effective \$1,346 | <b>Rent growth</b><br><b>-1.0%</b><br>Nashville: -0.4% | <b>Net absorption</b><br><b>328</b><br>units, 12 mo.; 381 delivered | <b>Under construction</b><br><b>293</b><br>units, 4.4% of inventory |
|--------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|

## THE QUARTER IN BRIEF

Maury County has the second-highest vacancy in the metro, driven by new luxury product.

- Vacancy is 12.3%. Class A communities are 20.2% vacant, while Class B and C are near 5%.
- Effective rents run 13% below asking (\$1,346 vs. \$1,546).
- City Limits Apartments sold for \$61.0M (\$240K/unit), the only sale in the past year. 293 units are under construction and 614 proposed.

## BY CLASS

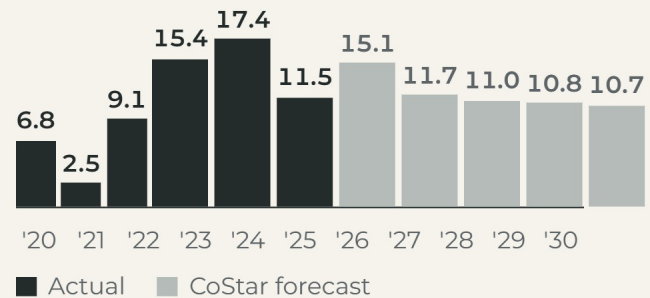
| Class   | Units | Vacancy | Asking  | Effective | Price/unit |
|---------|-------|---------|---------|-----------|------------|
| Class A | 3,153 | 20.2%   | \$1,673 | \$1,429   | \$242K     |
| Class B | 2,437 | 5.5%    | \$1,542 | \$1,337   | \$177K     |
| Class C | 1,141 | 5.3%    | \$1,157 | \$1,104   | \$115K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|                        |          |                |        |
|------------------------|----------|----------------|--------|
| City Limits Apartments | Feb 2026 | <b>\$61.0M</b> | \$240K |
|------------------------|----------|----------------|--------|

## VACANCY, 2020-2030



## RENTS, PER UNIT

|                   |                |
|-------------------|----------------|
| Asking rent today | 2030 forecast  |
| <b>\$1,546</b>    | <b>\$1,634</b> |

## CAPITAL MARKETS, 12 MONTHS

|                 |                        |
|-----------------|------------------------|
| Sales volume    | Market price           |
| <b>\$61.0M</b>  | <b>\$196K/unit</b>     |
| 1 sale          | Nashville: \$240K/unit |
| Market cap rate |                        |
| <b>5.7%</b>     |                        |
| Nashville: 5.7% |                        |

## PIPELINE

**293 units** under construction  
**614 units** proposed, next 2 years  
Largest under way: The Drake, 293 units (Nov 2026)

# Murfreesboro

Nashville MSA · 19,660 apartment units

|                                                            |                                                                     |                                                       |                                                                     |                                                                     |
|------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|
| <b>Vacancy</b><br><b>7.5%</b><br>8.0% forecast at year-end | <b>Asking rent</b><br><b>\$1,527</b><br>per unit; effective \$1,458 | <b>Rent growth</b><br><b>0.7%</b><br>Nashville: -0.4% | <b>Net absorption</b><br><b>345</b><br>units, 12 mo.; 465 delivered | <b>Under construction</b><br><b>232</b><br>units, 1.2% of inventory |
|------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|

## THE QUARTER IN BRIEF

Murfreesboro is the largest suburban market and one of the steadiest.

- Vacancy is 7.5% and asking rents rose 0.7% to \$1,527.
- Only 232 units are under construction and none are proposed. CoStar expects vacancy near 6.4% by 2030.
- Three sales totaled \$76.8M, led by The Reserve at Harper's Point (\$36.8M, \$191K/unit).

## BY CLASS

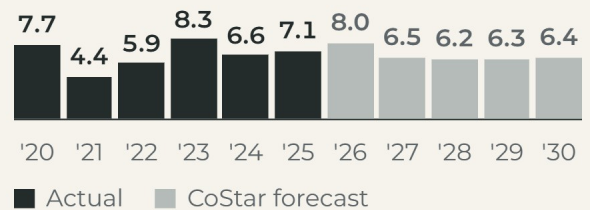
| Class          | Units | Vacancy | Asking  | Effective | Price/unit |
|----------------|-------|---------|---------|-----------|------------|
| <b>Class A</b> | 8,024 | 9.3%    | \$1,667 | \$1,573   | \$225K     |
| <b>Class B</b> | 8,429 | 6.8%    | \$1,491 | \$1,440   | \$181K     |
| <b>Class C</b> | 3,207 | 4.9%    | \$1,250 | \$1,203   | \$126K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|                               |          |                |        |
|-------------------------------|----------|----------------|--------|
| The Reserve at Harper's Point | Aug 2026 | <b>\$36.8M</b> | \$191K |
| Cannon Apartments             | May 2026 | <b>\$35.1M</b> | \$209K |
| The Grove at Lily Grace       | Aug 2026 | <b>\$4.9M</b>  | \$123K |

## VACANCY, 2020-2030



## RENTS, PER UNIT

|                   |                |
|-------------------|----------------|
| Asking rent today | 2030 forecast  |
| <b>\$1,527</b>    | <b>\$1,630</b> |

## CAPITAL MARKETS, 12 MONTHS

|                 |                        |
|-----------------|------------------------|
| Sales volume    | Market price           |
| <b>\$76.8M</b>  | <b>\$190K/unit</b>     |
| 3 sales         | Nashville: \$240K/unit |
| Market cap rate |                        |
| <b>5.8%</b>     |                        |
| Nashville: 5.7% |                        |

## PIPELINE

**232 units** under construction  
**0 units** proposed, next 2 years  
Under way: Vintage 1959, 232 units (Nov 2026)

# Robertson County

Nashville MSA · 1,150 apartment units

## Vacancy

6.2%

6.3% forecast at year-end

## Asking rent

\$1,516

per unit; effective \$1,399

## Rent growth

2.3%

Nashville: -0.4%

## Net absorption

77

units, 12 mo.; 5 delivered

## Under construction

0

units

## THE QUARTER IN BRIEF

Robertson County has worked through its 2024 spike in vacancy and leads the metro in rent growth.

- Vacancy peaked at 29.4% in 2024 and is now 6.2%.
- Asking rents rose 2.3% to \$1,516, the biggest gain of the 15 submarkets.
- One sale closed: Charlestown Square, 32 units for \$3.5M. Nothing is under construction or proposed.

## BY CLASS

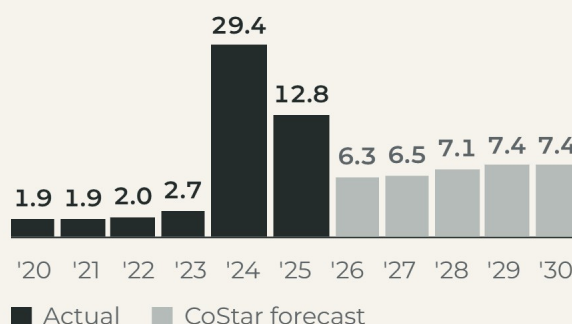
| Class   | Units | Vacancy | Asking  | Effective | Price/unit |
|---------|-------|---------|---------|-----------|------------|
| Class A | 433   | 6.0%    | \$1,657 | \$1,381   | \$304K     |
| Class B | 691   | 6.5%    | \$1,417 | \$1,412   | \$194K     |
| Class C | 26    | 1.7%    | \$1,362 | \$1,353   | \$175K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|                               |          |        |        |
|-------------------------------|----------|--------|--------|
| Charlestown Square Apartme... | Feb 2026 | \$3.5M | \$109K |
|-------------------------------|----------|--------|--------|

## VACANCY, 2020-2030



## RENTS, PER UNIT

| Asking rent today | 2030 forecast |
|-------------------|---------------|
| \$1,516           | \$1,615       |

## CAPITAL MARKETS, 12 MONTHS

| Sales volume    | Market price           |
|-----------------|------------------------|
| \$3.5M          | \$235K/unit            |
| 1 sale          | Nashville: \$240K/unit |
| Market cap rate |                        |
| 5.5%            |                        |
| Nashville: 5.7% |                        |

## PIPELINE

0 units under construction  
0 units proposed, next 2 years  
No projects under way.

# Smyrna–La Vergne

Nashville MSA · 6,691 apartment units

## Vacancy

7.3%

6.9% forecast at year-end

## Asking rent

\$1,588

per unit; effective \$1,504

## Rent growth

0.3%

Nashville: -0.4%

## Net absorption

237

units, 12 mo.; 0 delivered

## Under construction

642

units, 9.6% of inventory

### THE QUARTER IN BRIEF

Smyrna–La Vergne is tight today, but 642 new units are coming in 2027.

- Vacancy is 7.3% after 237 units of absorption and no new deliveries. Asking rents rose 0.3% to \$1,588.
- The 642 units under construction equal 9.6% of inventory. CoStar expects vacancy to jump to 12.9% in 2027.
- Two sales totaled \$108.5M: Harts Branch (\$54.5M, \$326K/unit) and Vetra Providence (\$54.0M).

### BY CLASS

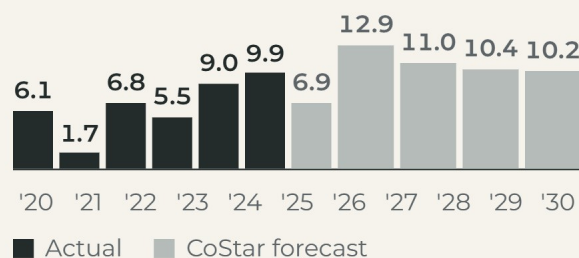
| Class   | Units | Vacancy | Asking  | Effective | Price/unit |
|---------|-------|---------|---------|-----------|------------|
| Class A | 2,560 | 9.4%    | \$1,635 | \$1,510   | \$236K     |
| Class B | 3,152 | 6.7%    | \$1,614 | \$1,547   | \$206K     |
| Class C | 979   | 4.0%    | \$1,375 | \$1,353   | \$132K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

### NOTABLE SALES, PAST 12 MONTHS

|                  |          |         |        |
|------------------|----------|---------|--------|
| Harts Branch     | Dec 2025 | \$54.5M | \$326K |
| Vetra Providence | Oct 2025 | \$54.0M | \$150K |

### VACANCY, 2020–2030



### RENTS, PER UNIT

| Asking rent today | 2030 forecast |
|-------------------|---------------|
| \$1,588           | \$1,683       |

### CAPITAL MARKETS, 12 MONTHS

|                 |                        |
|-----------------|------------------------|
| Sales volume    | Market price           |
| \$108.5M        | \$207K/unit            |
| 2 sales         | Nashville: \$240K/unit |
| Market cap rate |                        |
| 5.8%            |                        |
| Nashville: 5.7% |                        |

### PIPELINE

**642 units** under construction  
**0 units** proposed, next 2 years  
 Largest: Vintage Harbor Brook, 342 units (Apr 2027)

# Southeast Nashville

Nashville MSA · 36,052 apartment units

|                                                            |                                                                     |                                                        |                                                                     |                                                                     |
|------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|
| <b>Vacancy</b><br><b>8.9%</b><br>9.0% forecast at year-end | <b>Asking rent</b><br><b>\$1,402</b><br>per unit; effective \$1,305 | <b>Rent growth</b><br><b>-0.8%</b><br>Nashville: -0.4% | <b>Net absorption</b><br><b>866</b><br>units, 12 mo.; 627 delivered | <b>Under construction</b><br><b>328</b><br>units, 0.9% of inventory |
|------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|

## THE QUARTER IN BRIEF

Southeast Nashville is one of the metro's two largest markets, and its pipeline is nearly empty.

- Renters absorbed 866 units against 627 delivered. Vacancy is 8.9%, down from 12.4% in 2023.
- Only 328 units are under construction, 0.9% of inventory. Asking rents fell 0.8% to \$1,402.
- Three sales totaled \$146.3M, led by Discovery at Mountain View (\$65.9M, \$196K/unit).

## BY CLASS

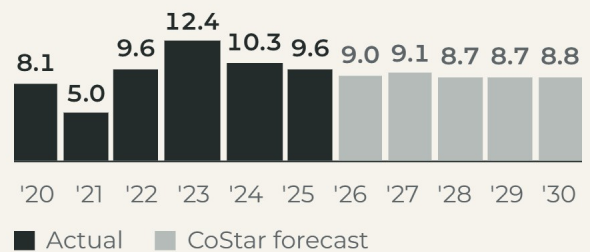
| Class          | Units  | Vacancy | Asking  | Effective | Price/unit |
|----------------|--------|---------|---------|-----------|------------|
| <b>Class A</b> | 10,134 | 8.9%    | \$1,597 | \$1,463   | \$239K     |
| <b>Class B</b> | 18,081 | 9.6%    | \$1,366 | \$1,271   | \$166K     |
| <b>Class C</b> | 7,837  | 7.6%    | \$1,229 | \$1,176   | \$138K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|                            |          |                |        |
|----------------------------|----------|----------------|--------|
| Discovery at Mountain View | Nov 2025 | <b>\$65.9M</b> | \$196K |
| Anchor Luxury Apartments   | Apr 2026 | <b>\$54.4M</b> | \$231K |
| Brookridge                 | Sep 2026 | <b>\$26.0M</b> | \$148K |

## VACANCY, 2020-2030



## RENTS, PER UNIT

|                   |                |
|-------------------|----------------|
| Asking rent today | 2030 forecast  |
| <b>\$1,402</b>    | <b>\$1,488</b> |

## CAPITAL MARKETS, 12 MONTHS

|                 |                        |
|-----------------|------------------------|
| Sales volume    | Market price           |
| <b>\$146.3M</b> | <b>\$181K/unit</b>     |
| 3 sales         | Nashville: \$240K/unit |
| Market cap rate |                        |
| <b>5.8%</b>     |                        |
| Nashville: 5.7% |                        |

## PIPELINE

**328 units** under construction  
**128 units** proposed, next 2 years  
 Under way: Alta Beacon, 328 units (Jun 2027)

# Sumner County

Nashville MSA · 12,459 apartment units

## Vacancy

**10.7%**

13.2% forecast at year-end

## Asking rent

**\$1,539**

per unit; effective \$1,437

## Rent growth

**-0.5%**

Nashville: -0.4%

## Net absorption

**705**

units, 12 mo.; 673 delivered

## Under construction

**708**

units, 5.7% of inventory

### THE QUARTER IN BRIEF

Sumner County is working through a wave of new supply.

- 1,351 units delivered over the past two years pushed vacancy to 10.7%; Class A is at 13.4%.
- Demand kept pace with 705 units absorbed. CoStar sees vacancy peaking near 13% this year, then easing to about 7% by 2030.
- 708 units are under construction, including Alton Nexus and Argento 386, both due in November.

### BY CLASS

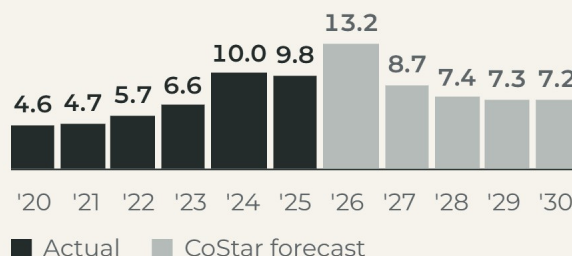
| Class   | Units | Vacancy | Asking  | Effective | Price/unit |
|---------|-------|---------|---------|-----------|------------|
| Class A | 5,627 | 13.4%   | \$1,664 | \$1,519   | \$255K     |
| Class B | 4,347 | 10.5%   | \$1,481 | \$1,423   | \$189K     |
| Class C | 2,485 | 4.9%    | \$1,314 | \$1,249   | \$137K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

### NOTABLE SALES, PAST 12 MONTHS

|                         |          |                |        |
|-------------------------|----------|----------------|--------|
| Vinewood Townhomes      | Jun 2026 | <b>\$16.1M</b> | \$322K |
| Sumner Estates          | Jan 2026 | <b>\$14.0M</b> | \$140K |
| Walton Place Apartments | Sep 2026 | <b>\$5.7M</b>  | \$157K |

### VACANCY, 2020-2030



### RENTS, PER UNIT

Asking rent today

**\$1,539**

2030 forecast

**\$1,642**

### CAPITAL MARKETS, 12 MONTHS

Sales volume

**\$39.2M**

5 sales

Market price

**\$211K/unit**

Nashville: \$240K/unit

Market cap rate

**5.6%**

Nashville: 5.7%

### PIPELINE

**708 units** under construction

**0 units** proposed, next 2 years

Largest: Alton Nexus, 300 units (Nov 2026)

# West End

Nashville MSA · 8,113 apartment units

## Vacancy

6.7%

7.6% forecast at year-end

## Asking rent

\$1,918

per unit; effective \$1,736

## Rent growth

-0.4%

Nashville: -0.4%

## Net absorption

201

units, 12 mo.; 0 delivered

## Under construction

158

units, 1.9% of inventory

### THE QUARTER IN BRIEF

West End is the tightest submarket in Nashville's urban core.

- Vacancy is 6.7% after 201 units of absorption and no new deliveries.
- Asking rents are \$1,918, third-highest in the metro, and slipped 0.4% with the market.
- Seven sales totaled \$49.7M, led by Village 17 (\$22.9M, \$301K/unit). Only 158 units are under construction.

### BY CLASS

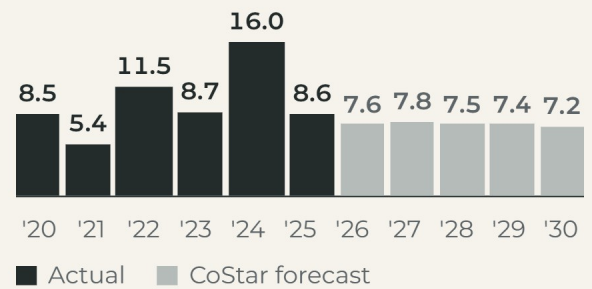
| Class   | Units | Vacancy | Asking  | Effective | Price/unit |
|---------|-------|---------|---------|-----------|------------|
| Class A | 4,773 | 6.9%    | \$2,058 | \$1,812   | \$329K     |
| Class B | 1,516 | 6.8%    | \$1,782 | \$1,691   | \$213K     |
| Class C | 1,824 | 5.8%    | \$1,561 | \$1,514   | \$180K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

### NOTABLE SALES, PAST 12 MONTHS

|                      |          |         |        |
|----------------------|----------|---------|--------|
| Village 17           | Mar 2026 | \$22.9M | \$301K |
| Chateau              | Feb 2026 | \$10.8M | \$163K |
| Elmington Park Flats | Apr 2026 | \$4.9M  | \$203K |

### VACANCY, 2020-2030



### RENTS, PER UNIT

| Asking rent today | 2030 forecast |
|-------------------|---------------|
| \$1,918           | \$2,066       |

### CAPITAL MARKETS, 12 MONTHS

| Sales volume | Market price           |
|--------------|------------------------|
| \$49.7M      | \$274K/unit            |
| 7 sales      | Nashville: \$240K/unit |

### Market cap rate

6.0%

Nashville: 5.7%

### PIPELINE

158 units under construction

0 units proposed, next 2 years

Largest: Hillstead, 98 units (Nov 2026)

# West Nashville

Nashville MSA · 7,351 apartment units

|                                                            |                                                                     |                                                       |                                                                     |                                                                     |
|------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|
| <b>Vacancy</b><br><b>8.5%</b><br>7.7% forecast at year-end | <b>Asking rent</b><br><b>\$1,778</b><br>per unit; effective \$1,599 | <b>Rent growth</b><br><b>1.0%</b><br>Nashville: -0.4% | <b>Net absorption</b><br><b>297</b><br>units, 12 mo.; 362 delivered | <b>Under construction</b><br><b>680</b><br>units, 9.3% of inventory |
|------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|

## THE QUARTER IN BRIEF

West Nashville's rents are rising, but 680 units are under construction.

- Vacancy is 8.5% and asking rents rose 1.0% to \$1,778.
- The 680 units under construction equal 9.3% of inventory. CoStar expects vacancy to climb back to 12.1% in 2028.
- Station 40 sold for \$57.6M (\$234K/unit), most of the \$65.3M in sales. The cap rate of 5.4% is the lowest in the metro.

## BY CLASS

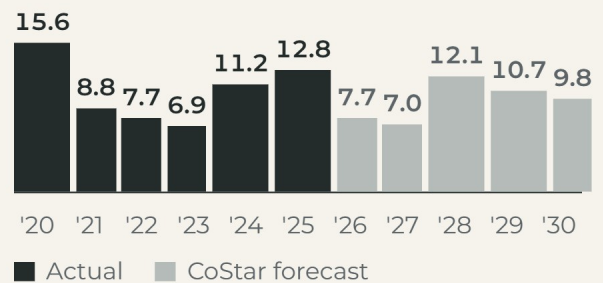
| Class          | Units | Vacancy | Asking  | Effective | Price/unit |
|----------------|-------|---------|---------|-----------|------------|
| <b>Class A</b> | 4,421 | 9.6%    | \$1,994 | \$1,751   | \$331K     |
| <b>Class B</b> | 1,207 | 6.7%    | \$1,545 | \$1,471   | \$228K     |
| <b>Class C</b> | 1,723 | 6.9%    | \$1,364 | \$1,282   | \$155K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|                   |          |                |        |
|-------------------|----------|----------------|--------|
| Station 40        | Dec 2025 | <b>\$57.6M</b> | \$234K |
| The Flats at 1200 | Jun 2026 | <b>\$6.1M</b>  | \$132K |
| 2607 Jefferson St | Dec 2025 | <b>\$1.7M</b>  | \$139K |

## VACANCY, 2020-2030



## RENTS, PER UNIT

|                   |                |
|-------------------|----------------|
| Asking rent today | 2030 forecast  |
| <b>\$1,778</b>    | <b>\$1,913</b> |

## CAPITAL MARKETS, 12 MONTHS

|                 |                        |
|-----------------|------------------------|
| Sales volume    | Market price           |
| <b>\$65.3M</b>  | <b>\$269K/unit</b>     |
| 3 sales         | Nashville: \$240K/unit |
| Market cap rate |                        |
| <b>5.4%</b>     |                        |
| Nashville: 5.7% |                        |

## PIPELINE

**680 units** under construction  
**250 units** proposed, next 2 years  
Largest: Camden Nations, 393 units (Mar 2028)

# Williamson County

Nashville MSA · 13,969 apartment units

|                                                            |                                                                     |                                                       |                                                                     |                                                                     |
|------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|
| <b>Vacancy</b><br><b>8.6%</b><br>8.1% forecast at year-end | <b>Asking rent</b><br><b>\$2,009</b><br>per unit; effective \$1,860 | <b>Rent growth</b><br><b>0.0%</b><br>Nashville: -0.4% | <b>Net absorption</b><br><b>494</b><br>units, 12 mo.; 332 delivered | <b>Under construction</b><br><b>404</b><br>units, 2.9% of inventory |
|------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|

## THE QUARTER IN BRIEF

Williamson County drew the most apartment investment in the metro: \$341M in 12 months.

- Wyndchase Aspen Grove (\$128.1M, \$229K/unit) and Paxton Cool Springs (\$106.0M, \$323K/unit) led six sales.
- Market pricing is \$294K/unit at a 5.5% cap rate, second only to Downtown on price.
- Vacancy is 8.6% and asking rents are flat at \$2,009, the highest outside Downtown.

## BY CLASS

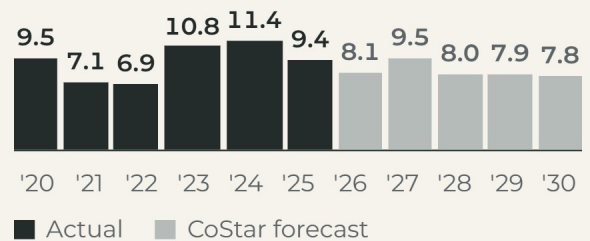
| Class   | Units | Vacancy | Asking  | Effective | Price/unit |
|---------|-------|---------|---------|-----------|------------|
| Class A | 9,501 | 8.6%    | \$2,130 | \$1,958   | \$317K     |
| Class B | 3,715 | 9.2%    | \$1,837 | \$1,744   | \$259K     |
| Class C | 753   | 5.3%    | \$1,296 | \$1,174   | \$153K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

## NOTABLE SALES, PAST 12 MONTHS

|                       |          |                 |        |
|-----------------------|----------|-----------------|--------|
| Wyndchase Aspen Grove | Jul 2026 | <b>\$128.1M</b> | \$229K |
| Paxton Cool Springs   | Dec 2025 | <b>\$106.0M</b> | \$323K |
| Newport Station       | Feb 2026 | <b>\$52.6M</b>  | \$274K |

## VACANCY, 2020-2030



## RENTS, PER UNIT

|                   |                |
|-------------------|----------------|
| Asking rent today | 2030 forecast  |
| <b>\$2,009</b>    | <b>\$2,138</b> |

## CAPITAL MARKETS, 12 MONTHS

|                 |                        |
|-----------------|------------------------|
| Sales volume    | Market price           |
| <b>\$341.4M</b> | <b>\$294K/unit</b>     |
| 6 sales         | Nashville: \$240K/unit |

Market cap rate

**5.5%**  
Nashville: 5.7%

## PIPELINE

**404 units** under construction

**0 units** proposed, next 2 years

Under way: Nolensville Town Square, 404 units (Oct 2027)

# Wilson County

Nashville MSA · 9,304 apartment units

## Vacancy

**7.8%**

9.9% forecast at year-end

## Asking rent

**\$1,663**

per unit; effective \$1,584

## Rent growth

**0.7%**

Nashville: -0.4%

## Net absorption

**163**

units, 12 mo.; 106 delivered

## Under construction

**1,151**

units, 12.4% of inventory

### THE QUARTER IN BRIEF

Wilson County has the biggest construction pipeline relative to its size.

- The 1,151 units under construction equal 12.4% of inventory, the highest share of the 15 submarkets.
- Vacancy is 7.8% today. CoStar expects 9.9% by year-end and 10.2% in 2027 as those units open.
- Asking rents rose 0.7% to \$1,663. Two sales totaled \$31.6M, both at Legends Townhomes.

### BY CLASS

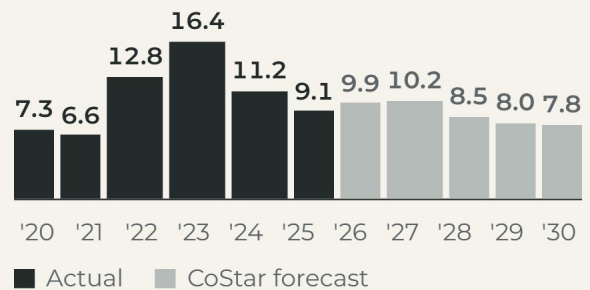
| Class   | Units | Vacancy | Asking  | Effective | Price/unit |
|---------|-------|---------|---------|-----------|------------|
| Class A | 5,782 | 6.2%    | \$1,702 | \$1,612   | \$230K     |
| Class B | 2,569 | 11.1%   | \$1,649 | \$1,574   | \$183K     |
| Class C | 953   | 8.5%    | \$1,413 | \$1,403   | \$119K     |

Class A = CoStar 4 & 5 Star, B = 3 Star, C = 1 & 2 Star. Rents per unit per month.

### NOTABLE SALES, PAST 12 MONTHS

|                              |          |                |        |
|------------------------------|----------|----------------|--------|
| Legends Townhomes (60 units) | Apr 2026 | <b>\$16.3M</b> | \$272K |
| Legends Townhomes (56 units) | Dec 2025 | <b>\$15.3M</b> | \$273K |

### VACANCY, 2020-2030



### RENTS, PER UNIT

|                   |                |
|-------------------|----------------|
| Asking rent today | 2030 forecast  |
| <b>\$1,663</b>    | <b>\$1,776</b> |

### CAPITAL MARKETS, 12 MONTHS

|                 |                        |
|-----------------|------------------------|
| Sales volume    | Market price           |
| <b>\$31.6M</b>  | <b>\$208K/unit</b>     |
| 2 sales         | Nashville: \$240K/unit |
| Market cap rate |                        |
| <b>5.9%</b>     |                        |
| Nashville: 5.7% |                        |

### PIPELINE

**1,151 units** under construction  
**0 units** proposed, next 2 years  
 Largest: LC Lebanon, 574 units (Jun 2027)

## — TRACK RECORD

# Selected transaction experience

|                                               |                                       |                                       |                            |
|-----------------------------------------------|---------------------------------------|---------------------------------------|----------------------------|
| <b>15+ years</b><br>in commercial real estate | <b>\$150M+</b><br>in investment sales | <b>1,500+</b><br>apartment units sold | <b>TN · AL</b><br>licensed |
|-----------------------------------------------|---------------------------------------|---------------------------------------|----------------------------|

## — INVESTMENT SALES AND LAND

| Property                     | City        | Type        | Size               | Price                 |
|------------------------------|-------------|-------------|--------------------|-----------------------|
| 535 Main St                  | Nashville   | Multifamily | 268 units          | <b>\$62.5M</b>        |
| 2774 S Mendenhall Rd         | Memphis     | Multifamily | 833 units          | <b>\$23.1M</b>        |
| 9449 Dayton Pike             | Soddy-Daisy | Multifamily | 128 units          | <b>\$18.0M</b>        |
| 1616 Bell Rd                 | Nashville   | Multifamily | 70 units           | <b>\$15.0M</b>        |
| 1780 & 1800 Galleria Blvd    | Franklin    | Land        | 5.3 acres          | <b>\$11.0M</b>        |
| 1035 W Eastland Ave          | Nashville   | Multifamily | 53 units           | <b>\$9.9M</b>         |
| 3004 Shelby St               | Bristol     | Multifamily | 100 units          | <b>\$5.4M</b>         |
| 4716 Trenton Dr              | Hermitage   | Multifamily | 34 units           | <b>\$2.9M</b>         |
| 2714 Jefferson St            | Nashville   | Multifamily | 22 units           | <b>\$2.5M</b>         |
| Nolensville Pike assemblage  | Nashville   | Land        | 13.85 acres        | <b>Under contract</b> |
| 6365 Nolensville Pike        | Nashville   | Land        | 4.41 acres         | <b>Under contract</b> |
| <i>Total closed, 9 sales</i> |             |             | <i>1,508 units</i> | <b>\$150.3M</b>       |

## — FOUNDER

### John M. Ashley

John has more than 15 years of commercial real estate experience, most of it in Nashville. Before founding Jacks Creek in 2022, he led a multifamily capital markets team at a corporate firm.

## — WHERE WE WORK

Apartment sales from 22 to 833 units in Nashville, Memphis, Chattanooga-area Soddy-Daisy and Bristol, plus land in Franklin and Nashville. We also lease retail and commercial space, with more than 100,000 SF leased.

## — ABOUT THE FIRM

# Jacks Creek Commercial Group

Jacks Creek Commercial Group is a relationship-driven commercial real estate advisory firm serving investors, developers, landowners and businesses throughout the Southeast. We bring institutional-quality execution with the personal accountability of a boutique advisory practice.

## OUR MISSION

*To create value and build lasting relationships through commercial real estate advisory, brokerage and development.*

## — WHAT WE DO

### Multifamily investment sales

Pricing, marketing and selling apartment communities.

### Multifamily site selection

Finding and evaluating land for apartment developers.

### Retail and commercial leasing

Landlord and tenant representation.

## — HOW WE WORK

Relationships first

Determined execution

Integrity

Stewardship

Excellence

**Licensed** in Tennessee and Alabama

**Founded** 2022, Nashville

**Office** 813 31st Ave N, Nashville, TN 37209

## — METHODOLOGY AND DEFINITIONS

**Source.** CoStar Group multifamily submarket reports. Forecasts are CoStar's base case.

**Asking rent.** Average quoted monthly rent per unit.

**Net absorption.** Change in occupied units over 12 months.

**Price and cap rate.** CoStar market estimates for each submarket, not averages of recorded sales.

**Vacancy.** Units that are physically empty, as a share of total units.

**Effective rent.** Asking rent after concessions such as free months.

**Class.** Based on CoStar star ratings: A = 4 & 5 Star (newer, amenity-rich), B = 3 Star, C = 1 & 2 Star (older, basic).

**Combined figures.** Totals across the 15 submarkets are Jacks Creek calculations and may differ from CoStar's published Nashville figures.

LET'S TALK

# Need this level of detail for your property?

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We prepare custom market analyses for apartment owners, buyers and developers: a specific property, a submarket or a site you are considering. Call or email to start the conversation.

## Thinking of selling?

A current valuation of your apartments, backed by recent sales.

## Developing?

Site selection and market studies for apartment land.

## Buying?

Submarket rents, vacancy and pipeline for your underwriting.

## John M. Ashley

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**JACKS  
CREEK**

COMMERCIAL GROUP

*Built Around Relationships.  
Driven by Determination.*

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