

## Market Line - NASHVILLE

### NASHVILLE OVERVIEW

Occupancy: **91.8%**  
 Price: **1,162 \$/mo**  
 Rental Rate: **1.22 \$/sf/mo**  
 Size: **949 sf**

Past 12 Months:  
**5.0% Rental Rate growth**  
**5,919 units absorbed**

Operating Supply:  
**595 communities**  
**123,924 units**

Recently Opened (12 mo):  
**20 communities**  
**4,790 units**

Under Construction:  
**16 communities**  
**3,579 units**

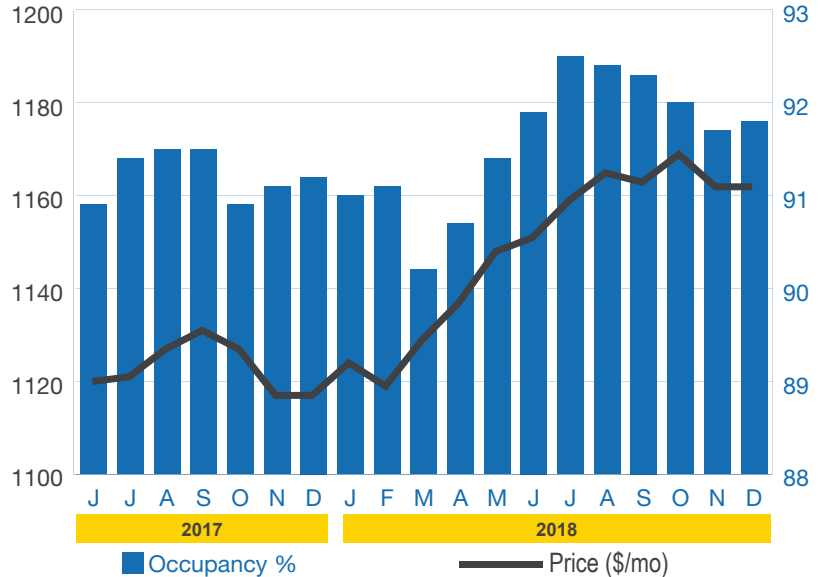
Proposed Construction:  
**53 communities**  
**14,937 units**

The box on the left displays a **snapshot** of the current market conditions.

The graph on the right displays the overall **occupancy** and effective **rental prices**. These statistics are derived from a continuous survey of all apartment communities. Effective rental prices are calculated net of concessions and utility adjustments.

The **Hottest Submarkets** are based on the best combination of rental rate growth and absorption over the past 3 months. There are a total of 19 submarkets in the Nashville area.

History of Effective Price & Occupancy



The **Concessions** table distributes and analyzes concessions or specials by classification. Concessions generally are represented by three types of specials: move-in, months free, or floorplan. ApartmentData.com captures the effect of these specials and prorates them over a lease term to arrive at a percentage reduction in market or street rents.

### LARGEST MGMT COMPANIES

Management Company	Units	Apartments
Freeman Webb Company	9,138	49
Lincoln Property Co	6,565	27
Elmington Capital Group	5,539	35
M A A	4,360	12
B H Mgmt Svc Inc	3,629	13

### CONCESSIONS

Class	Total Units w/ Concessions	% of Total Units	Citywide Effect	Average Special
ALL	41,442	33%	-2.5%	-6.8%
A	16,531	53%	-4.8%	-8.8%
B	13,229	33%	-1.5%	-4.7%
C	9,627	24%	-1.1%	-4.6%
D	2,055	16%	-0.9%	-5.1%

### HOTTEST SUBMARKETS

Over The Past 3 Months

Rank	Submarket	Rental Rate (c/sf/mo)	Annualized Growth	% of Mkt Absorbed
1	Germantown/ MetroCenter	177.3	6.3%	4.0%
2	Vanderbilt/ West End/ Sylvan Park	189.5	9.1%	1.3%
3	Hendersonville/ Gallatin	103.5	3.0%	1.3%
4	Mt Juliet/ Lebanon	111.6	6.4%	0.4%
5	South Nashville/ Airport South	114.2	2.9%	0.9%
6	La Vergne/ Smyrna	100.0	9.6%	-0.3%
7	Music Row/ 12 South/ Green Hills	204.1	-4.6%	2.6%
8	Donelson/ Hermitage/ Airport North	111.1	-3.0%	0.5%
9	Downtown/ The Gulch/ SoBro	207.1	-10.2%	2.8%
10	Brentwood/ Franklin	144.5	-6.8%	0.8%

ApartmentData.com has been providing apartment data and marketing products since 1986. We provide real time access for property specific information, market surveys and historic submarket data for over 3.5 million apartment units in AZ, FL, GA, NC, TN, and TX.



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