

# NASHVILLE, TN MARKET REPORT

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2026

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# RESIDENTIAL MARKET TRENDS

- The median rent in Nashville is **\$1,895**, up 3% year-over-year, with two-bedroom units averaging **\$1,850**.
  - Average rent across all property types is \$2,156, **about 8% higher** than the national average, signaling **strong rental demand**.
  - **Renter-occupied households make up 48%** of Nashville's housing stock, reflecting a balanced rental market.
  - Rental prices have shown modest **growth of 0.11%** over the past year, **indicating stability** after years of rapid increases.
  - Downtown Nashville commands premium rents at **\$2,544/month**, while affordable neighborhoods average **\$1,159–\$1,224/month**, offering diverse investment options.
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# DEMOGRAPHICS & GROWTH TRENDS

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- Nashville's metro population is approximately **1.33 million**, growing **1.37% annually**, with projections to reach 1.42 million by 2030.
- Median household income stands at \$75,197, while average household income exceeds \$112,000, **supporting rental affordability**.
- Foreign-born residents account for 15.1% of the population, adding cultural diversity **and sustaining urban rental demand**.
- The median age is 34.4 years, aligning with **prime renting demographics** among Millennials and Gen Z.
- **Nashville ranks among the fastest-growing U.S. cities**, driven by healthcare and tech sectors creating 50,000+ job vacancies in 2025.





# LOGISTICS & INFRASTRUCTURE

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- Nashville is located within 600 miles of 50% of the U.S. population, making it a prime distribution hub for national supply chains.
- Nashville International Airport (BNA) handles 125+ cargo flights daily, with ongoing expansions to boost freight capacity.
- Major interstates, I-40, I-65, and I-24, connect Nashville to key economic centers, supporting efficient logistics for businesses.
- Industrial development is booming. Hermitage Logistics Hub (213,840 SF) and Northside Logistics Park (496,000 SF) are slated for completion by 2026.
- Infrastructure plans include multimodal improvements and Vision Zero initiatives, enhancing mobility and safety for residents and businesses.



## NASHVILLE VS. NEARBY MARKETS

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- Nashville's median rent of **\$1,895** is **16% higher than Ashland City**, reflecting stronger demand and higher income levels.
- Average rent in Nashville exceeds Tennessee's statewide median of **\$1,865**, signaling premium positioning in the state market.
- Nashville offers diverse rental pricing, from **\$1,159 in Elysian Park** to **\$2,677 in 8th Avenue South**, compared to more uniform pricing in smaller cities.
- Nashville's rental market remains "warm," with **demand outpacing supply**, unlike slower-growing nearby metros.
- Proximity to major employers and cultural amenities gives Nashville a competitive edge over suburban alternatives for **long-term rental growth**.

# FINANCIAL METRICS & RENTAL INVESTMENT RETURNS

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- Cap rates for single-family rentals in Nashville hover around **5.5–6.5%**, offering competitive returns compared to national averages.
- Incentives like rate buy-downs and closing credits are common in new construction, **improving investor cash flow and tenant retention.**
- Nashville's rental market shows strong **occupancy**, with stabilized assets **averaging 94%**, ensuring consistent income streams.
- Two-bedroom units rent for \$1,850, while three-bedroom homes average \$2,353, supporting **scalable investment strategies.**





# PEAKS AVAILABLE OPPORTUNITIES IN NASHVILLE

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# NASHVILLE TOWNHOMES

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## Location: East Nashville

Located near Dickerson Pike in East Nashville, just five miles from downtown Nashville, the property sits in one of the city's most active growth corridors with strong proximity to major employment centers, retail, and lifestyle amenities.

## Macro & Market Fundamentals:

Nashville continues to benefit from strong population growth, an unemployment rate below the national average, and a business-friendly environment supported by relatively low property taxes, all contributing to sustained rental demand and income durability.

## Asset Overview:

Newly constructed, Class A townhomes within a highly amenitized community featuring a resort-style pool and clubhouse. The property is designed to attract premium tenants seeking quality finishes, modern layouts, and a neighborhood feel close to the urban core.

## Key Financial Metrics:

The investment offers a projected 5.2% cap rate with the ability to secure a 4.99% interest rate when utilizing the preferred lending partner, enhancing cash-flow stability and long-term returns.



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