

### Market Facts



**3.9%**  
Vacancy



**810,205 SF**  
Under Construction



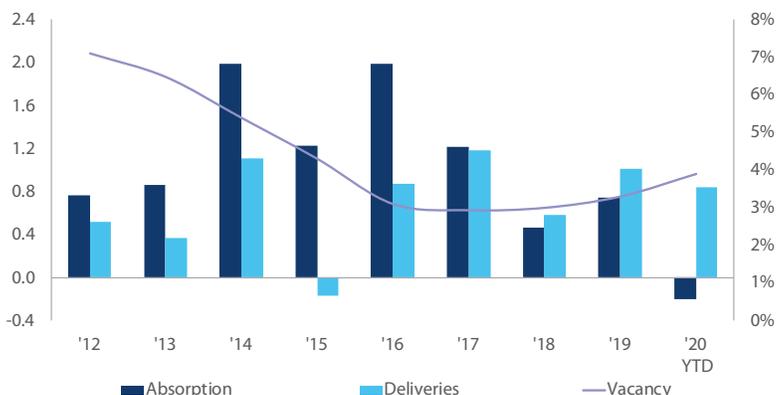
**115 MSF**  
Retail Inventory



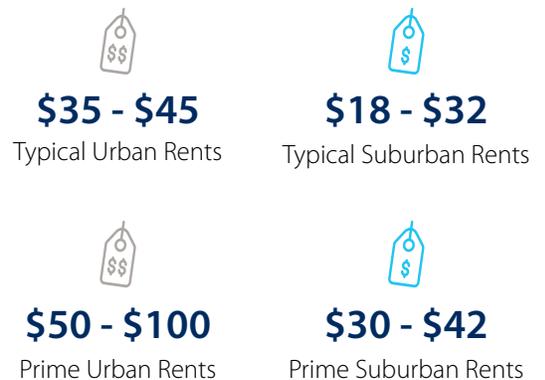
**404,527 SF**  
YTD Deliveries

- As social distancing mandates and economic challenges continue to significantly alter consumer spending behavior, Nashville's retail market **vacancy began to rise during the quarter**, increasing 100 basis points to 3.9% year-over-year.
- As Nashville/ Davidson County moves into **Phase Three of its reopening at the beginning of October**, restaurants, bars and retail stores are permitted increased capacity, a move that hopes to ease the substantial pressure on retailer's bottom lines in the coming months.
- Retail construction pressed on during the third quarter, with 60 projects totaling 810,205 sf underway. The **largest pocket of construction is in the Downtown/Midtown/Hillsboro Village trade area**, where the highly anticipated mixed-use development Fifth + Broadway is underway.
- **Tanger Outlet has halted work on its Century Farms shopping center in Antioch for the rest of the year**, in an effort to improve cash flow and navigate the rocky road ahead for retailers. The company still plans to move ahead and is optimistic that the project will get started in 2021.
- Retail investment sales volume totaled \$178 million in the third quarter, a strong rebound after the sector was brought to a halt at the end of the first quarter. This brings the **YTD retail sales total to \$264 million, an increase of 5% year-over-year.**
- Bolstering investment sale totals, **The Avenue Murfreesboro, a 13-building suburban shopping center, sold for \$141 million** (\$179 psf) to Equity Street Capital and Big V Property Group in early September. The sale, delayed by the Covid-19 pandemic, closed 13% below what the seller, Hines Global REIT, purchased the property for back in 2013. Even still, **the deal stands as the country's highest \$/psf rate paid for an outdoor shopping center this year.**

### Absorption, Deliveries & Vacancy



### Rental Rates



## Market by the Numbers

	Inventory	Vacancy	YTD Net Absorption	YTD Deliveries	Under Construction SF
<b>Submarket</b>					
Antioch	5,501,713	2.1%	187,563	6,000	46,500
Belle Meade	4,401,381	1.2%	(8,617)	0	4,400
Bellevue	1,893,875	2.7%	(6,732)	4,863	0
Brentwood	2,308,334	1.9%	(15,967)	0	8,360
Cool Springs/ Franklin	11,737,398	3.1%	(2,934)	54,339	38,712
Donelson/ Hermitage	6,696,360	3.0%	(56,553)	0	0
Downtown/ Midtown/ Hillsboro Village	8,616,850	3.4%	(48,119)	86,514	268,283
East Nashville	3,427,456	4.2%	61	50,803	79,824
Gallatin	3,362,626	1.8%	102,055	63,584	116,872
Green Hills	2,463,130	1.6%	(19,761)	0	0
Hendersonville	5,861,251	2.9%	103,961	124,806	173,732
Lebanon	4,719,838	3.8%	(24,405)	14,597	3,000
Mt. Juliet	3,849,333	1.8%	24,831	38,297	15,000
Murfreesboro	12,048,162	5.8%	(31,849)	125,189	29,140
Nolensville Rd/ Airport	7,451,188	4.0%	(46,771)	29,000	18,800
Rivergate	8,324,927	10.5%	(116,716)	0	0
Smyrna/ La Vergne	3,834,978	1.2%	17,879	1,500	11,200
Spring Hill	2,566,810	2.3%	11,290	9,000	17,500
<b>Totals</b>	<b>115,069,382</b>	<b>3.9%</b>	<b>(195,254)</b>	<b>404,527</b>	<b>810,205</b>
General Retail	65,830,405	2.1%	153,034	301,745	732,683
Mall	8,664,396	9.0%	(61,447)	0	0
Power Center	6,877,384	3.2%	(46,787)	0	0
Shopping Center	32,490,440	5.2%	(233,375)	82,782	77,522
Specialty Center	1,206,757	12.1%	(6,679)	20,000	0

## Anticipated Restaurant Openings



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