Jeff Adler

Vice President

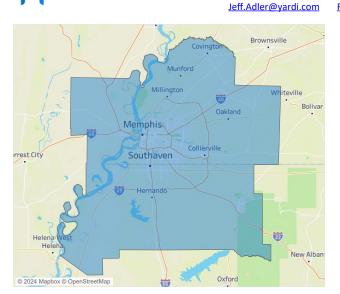


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Memphis

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Memphis is the 47th largest multifamily market with 103,974 completed units and 20,221 units in development, 2,894 of which have already broken ground.

New lease asking **rents** are at \$1,163, up 0.9% ▲ from the previous year placing Memphis at 74th overall in year-over-year rent growth.

Multifamily housing **demand** has been negative with -505 ▼ net units absorbed over the past twelve months. This is down -2,368 ▼ units from the previous year's gain of 1,863 ▲ absorbed units.

Employment in Memphis has shrunk by -1.3% ▼ over the past 12 months, while hourly wages have risen by 4.6% ▲ YoY to \$29.04 according to the *Bureau of Labor Statistics*.

