Q4 2025 MULTIFAMILY MARKET REPORT

Virginia REALTORS®

Multifamily Market - Key Trends Snapshot

Multifamily Market

Overview: Virginia's multifamily inventory grew in the last quarter of 2025. The market saw positive absorption but slowed down for the third consecutive month compared to the prior year. At the same time, the vacancy rate increased. Both construction activity and deliveries of newly completed units continued to trend downwards. All metro areas across the Commonwealth, except Northern Virginia, saw a rise in rent prices.

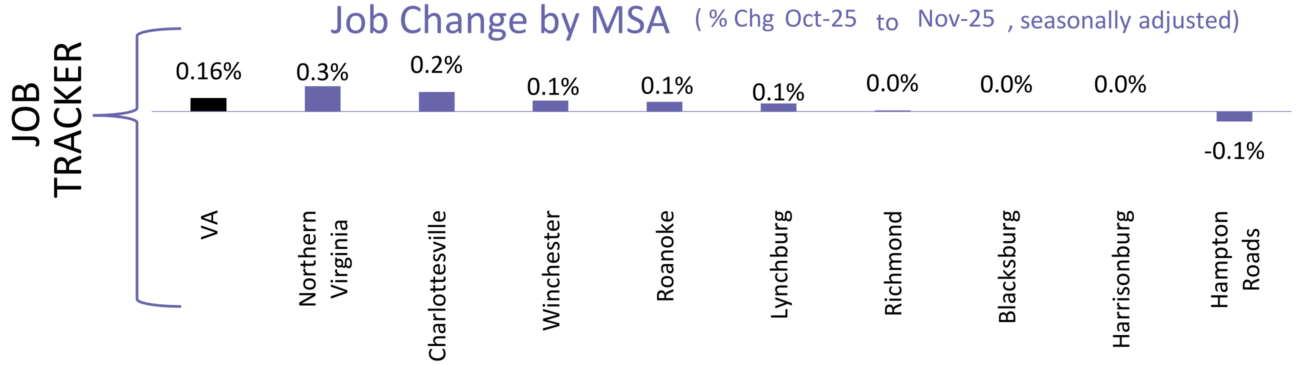
Absorption: For the third quarter in a row, net absorption declined in Q4 2025. 822 units were absorbed in multifamily housing in the fourth quarter. Garden style/low rise apartments saw net negative absorption of 139 units, indicating more units were vacated than leased out in the quarter. At the same time 916 units were absorbed for Mid/High rise apartments. Richmond (574 units) led the list of Virginia metro areas for the highest number of leased spaces this quarter, followed by Hampton Roads (451 units).

Vacancy Rate: The multifamily market in Virgina had a vacancy rate of 6.8% in the fourth quarter, up from 6.5% during same time last year. Garden/low rise (5.8%) multifamily units saw an increase in vacancy rates compared to a year ago and vacancy rates for mid/high rise (8.4%) multifamily units increased as well. The Charlottesville metro had the highest vacancy rate in the state at 10.6%. On the other hand, the metro area with the lowest multifamily vacancy rate was Blacksburg at 3.8%.

Rent: The effective rent for a unit in Virginia went up 1.1% compared to last year, reaching $1,794 in Q4 2025. All metro markets saw an increase in rental prices with the Hampton Roads area (4.1%) experiencing the highest increase in rent. On the other hand, Northern Virginia's rental market saw a decline of 0.2% in rental prices.

Supply/Delivery: The number of units under construction went down 8% to 19,320 this quarter compared to last year. Northern Virginia and Richmond markets continue to have the largest share of new construction units in the Commonwealth. The supply side saw 3,689 multifamily units delivered in Q4 2025, which was about 22% fewer unit deliveries compared to the same time last year.

Job Change by MSA (% Chg Oct-25 to Nov-25 , seasonally adjusted)



VIRGINIA *(Statewide)*

Market Indicator Dashboard

	YoY Chg	Q4-2025	Indicator
% chg	2.0%	715,971	**Total Inventory** (units)
units	-1,969	822	**Net Absorption** (units)
pct point	0.3%	6.8%	**Vacancy Rate** (%)
$ per unit	$20	$1,794	**Avg. Effective Rent Per Unit** ($ per unit)
$ per sq. ft	$0.02	$1.98	**Avg. Effective Rent Per Sq. Ft** ($ per sq. ft)
units	-1,018	3,689	**New Supply Delivered** (units)
units	-1,572	19,320	**Under Construction** (units)

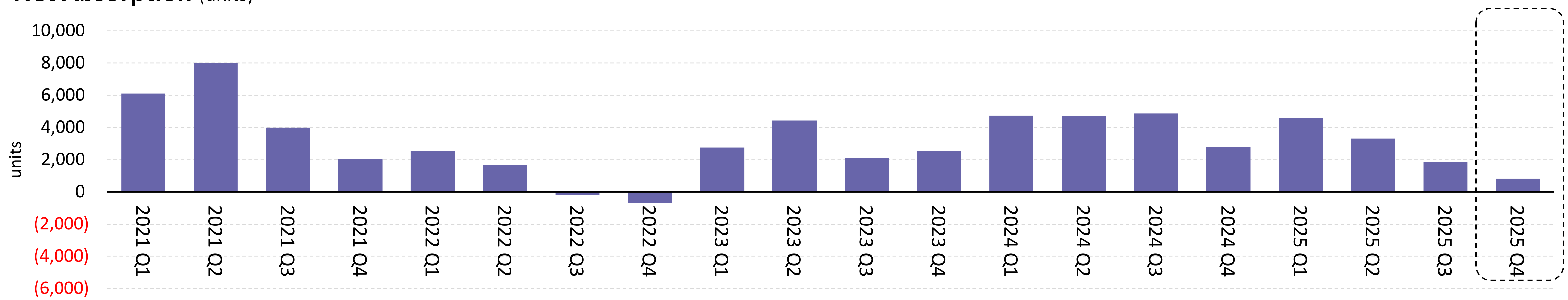
Economic Indicator Dashboard

	MoM % Chg	Nov-25	Indicator
% chg	0.2%	4.3	**Total Jobs, Virginia** (in millions, seasonally adjusted)
pct point	0	3.5%	**Unemployment Rate, Virginia** (% seasonally adjusted)
	QoQ Chg	**Q3-2025**	
pct point	0.6%	4.4%	**Gross Domestic Product, U.S.** (seasonally adjusted annual rate)

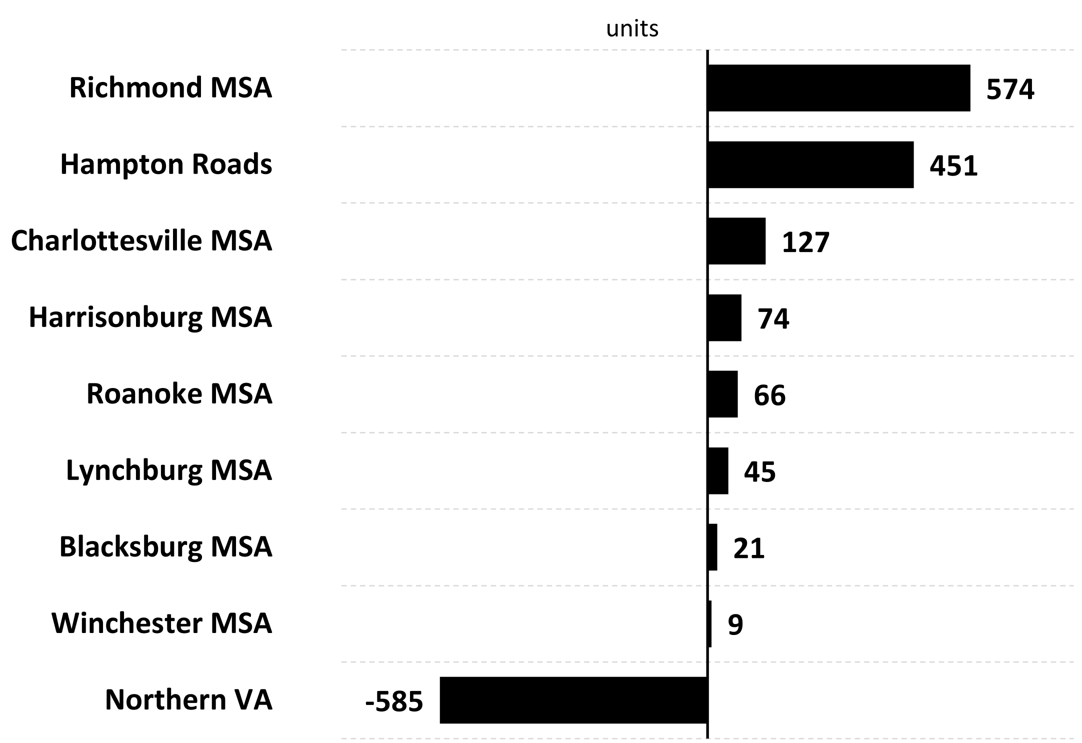
Source: CoStar (data accessed January 7, 2026), U.S. Bureau of Labor Statistics, Bureau of Economic Analysis, Virginia REALTORS®

VIRGINIA *(Statewide)*

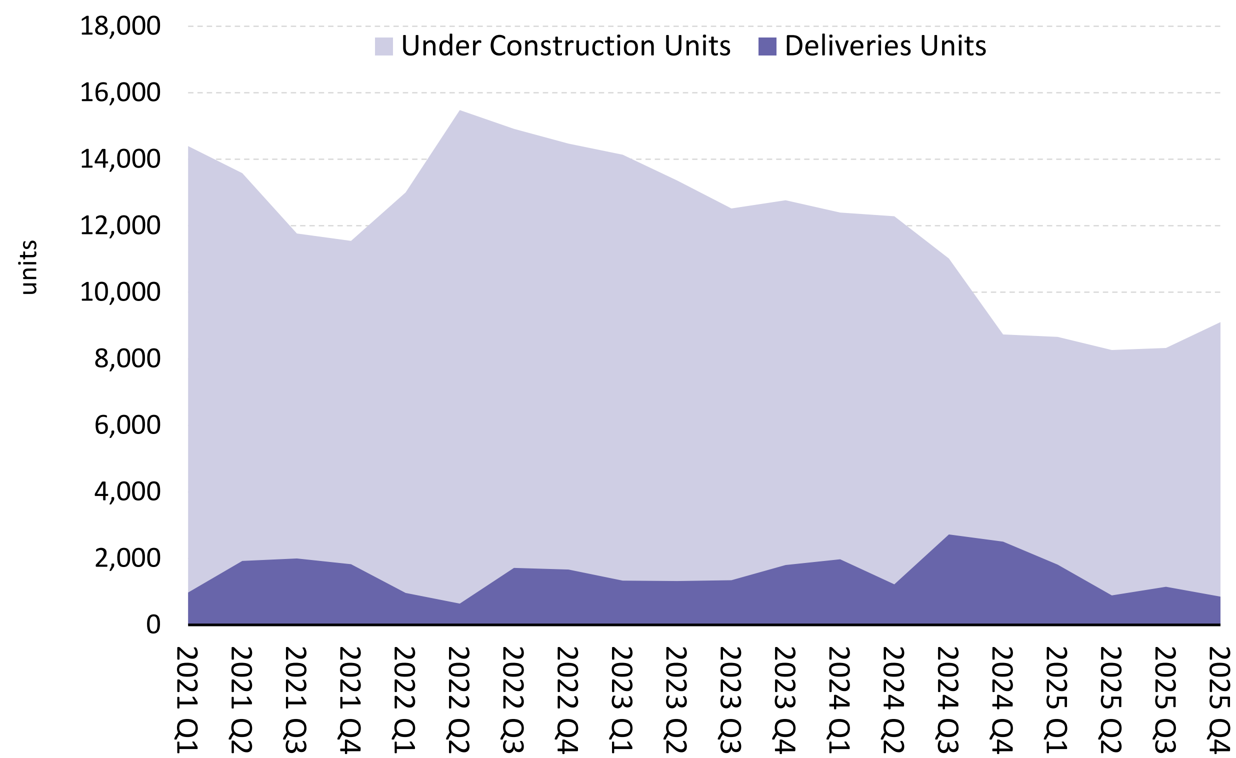
Net Absorption (units)



Q4-2025 Net Absorption by Metro Area (units)



Under Construction & Net Deliveries (units)



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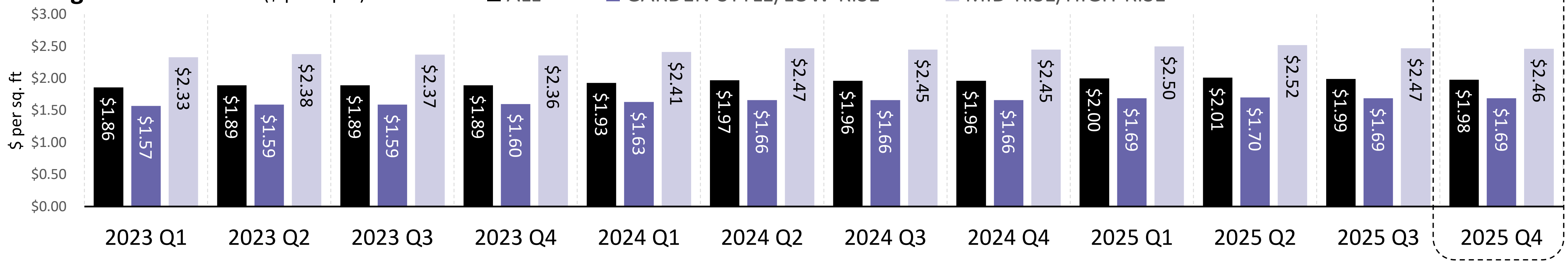
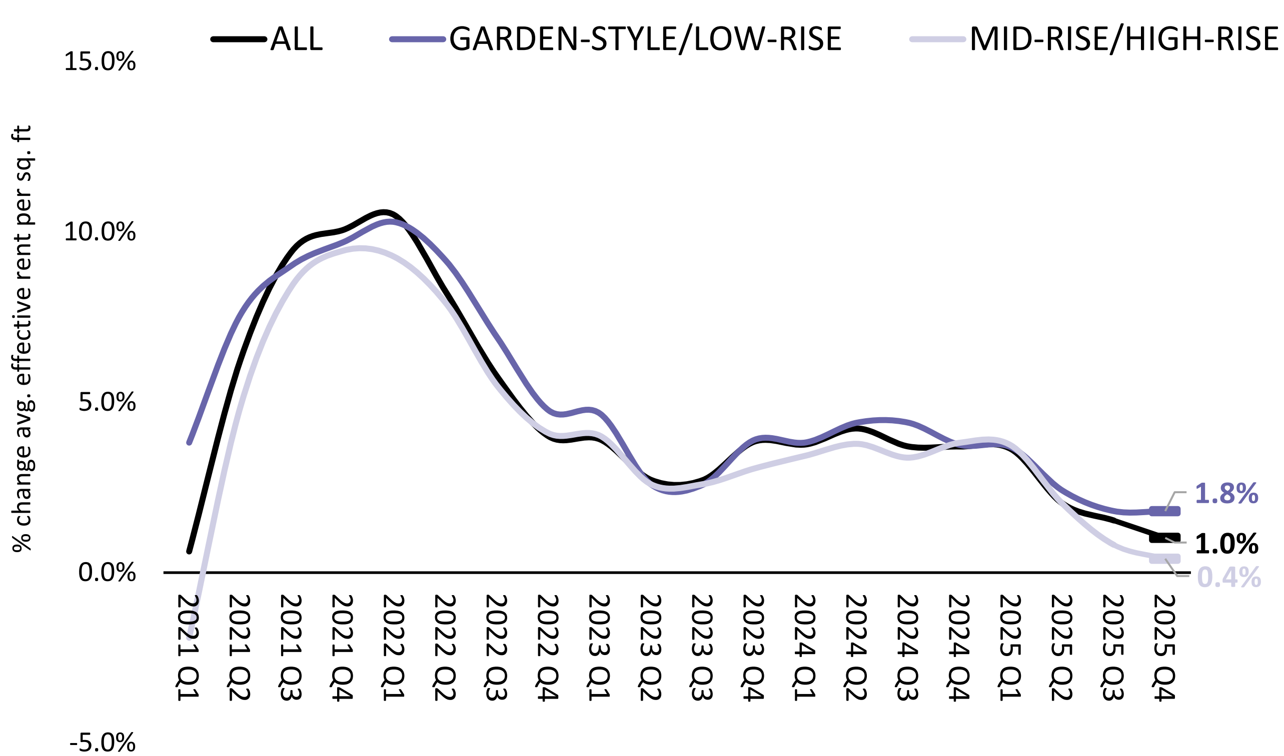
Multifamily Market - Rent Trends

VIRGINIA *(Statewide)*

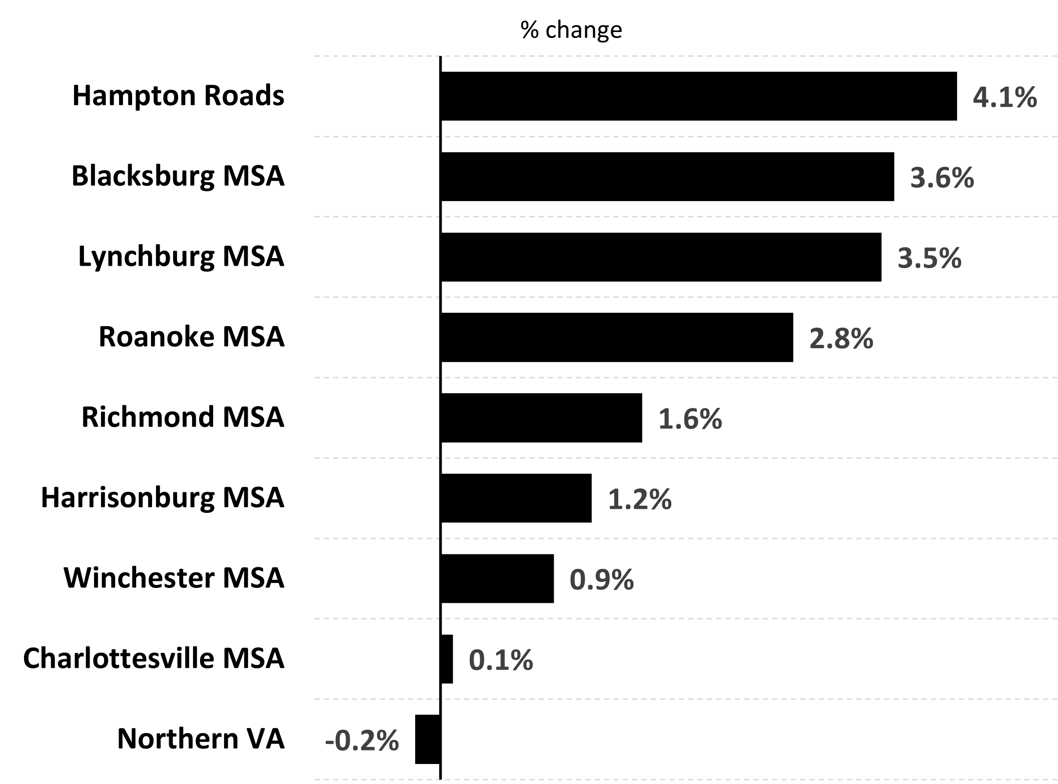
Avg. Effective Rent ($ per sq. ft)



% Change, Avg. Effective Rent (YoY % change)



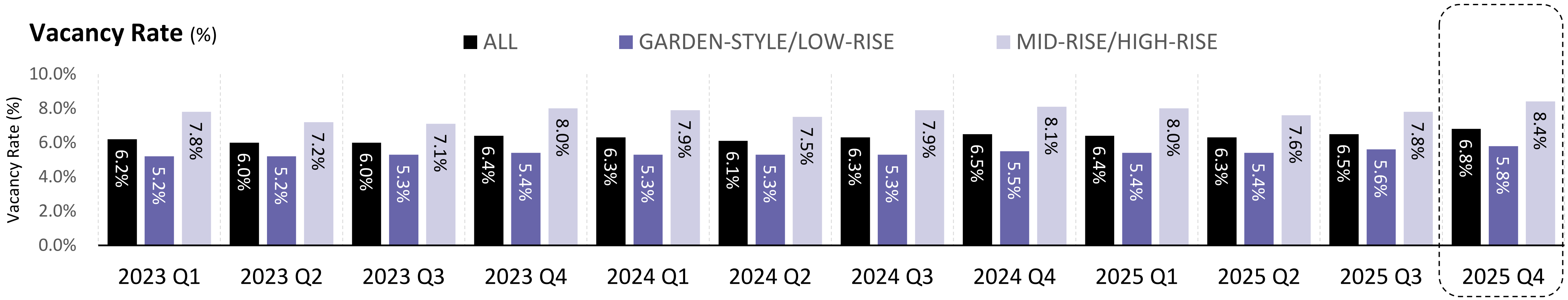
Q4-2025 by MSA: % Change, Avg. Effective Rent (YoY % change)



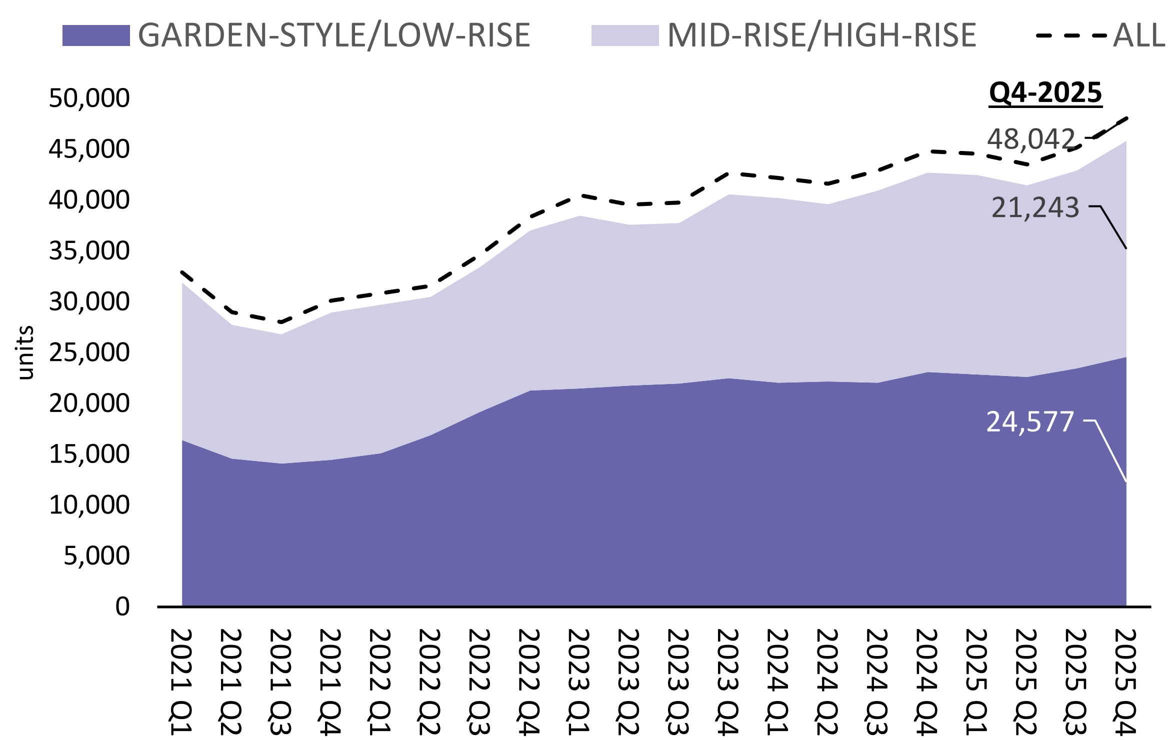
Multifamily Market - Vacancy Trends

VIRGINIA *(Statewide)*

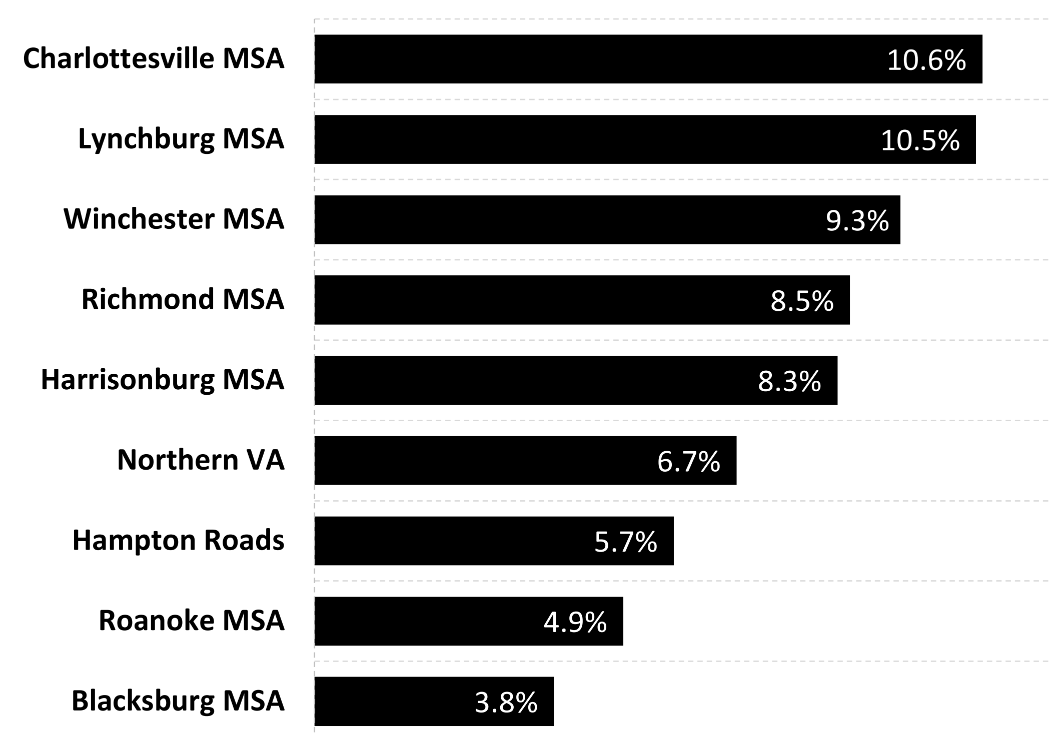
Vacancy Rate (%)



Vacant Inventory (units)



Q4-2025 Multifamily Vacancy Rate by MSA



MSA TRENDS

METROPOLITAN STATISTICAL AREA

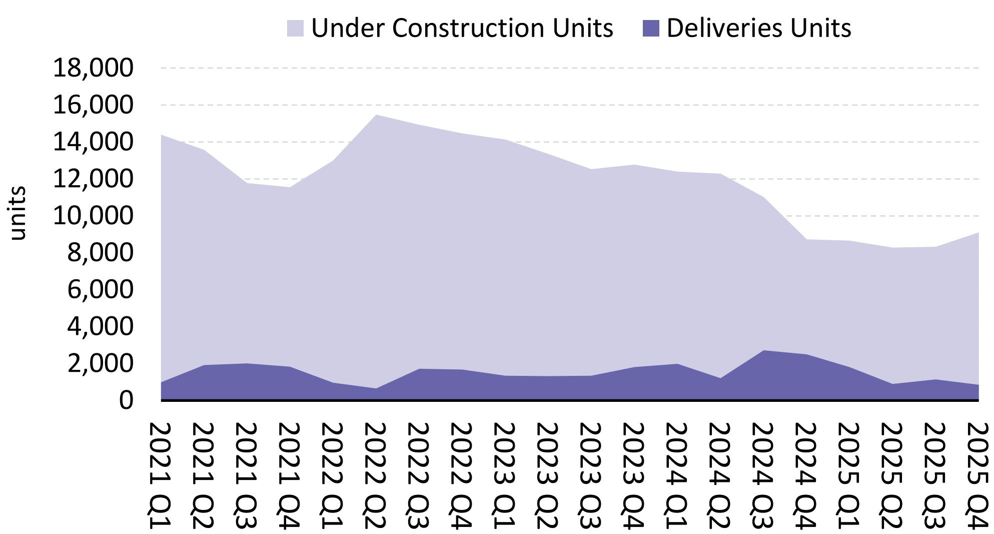
Snapshot of Multifamily Market Conditions Around Virginia

NORTHERN VIRGINIA

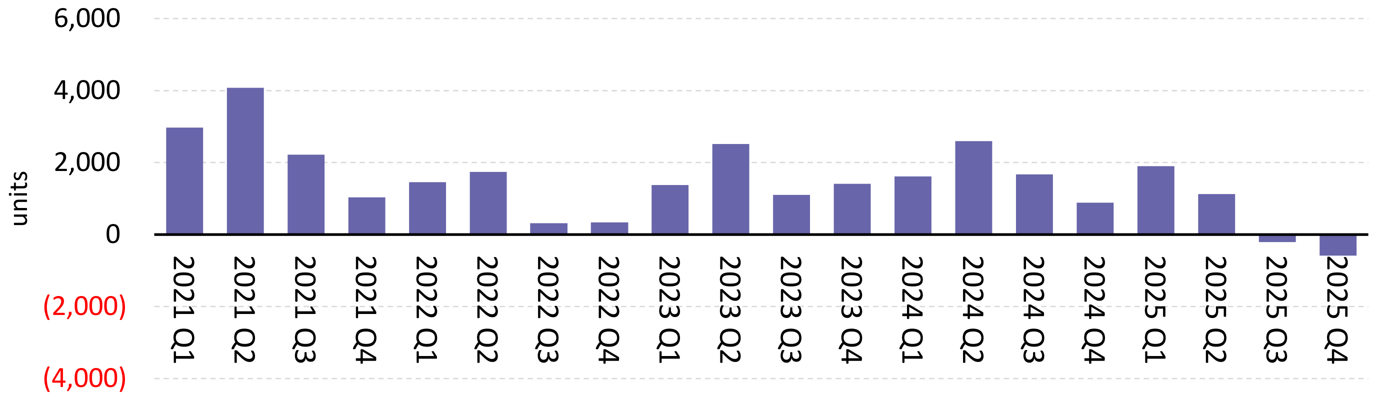
Local Market Indicator Dashboard

	Q4-2025	YoY Chg	
Total Inventory (units)	284,334	1.7%	% chg
Vacancy Rate (%)	6.7%	0.5%	pct points
Net Absorption (units)	(585)	-1,470	units
Avg. Effective Rent ($/per unit)	$2,243	-$5	$ per unit
Avg. Effective Rent ($/per sq. ft)	$2.49	-$0.01	$ per sq. ft
Under Construction (units)	9,109	374	units

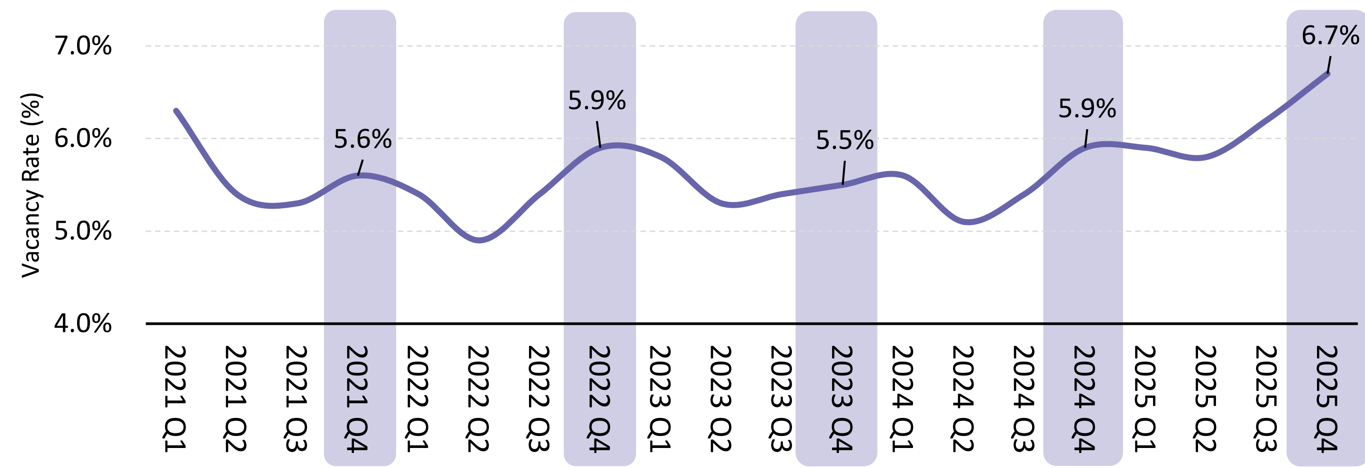
Under Construction & Net Deliveries (units)



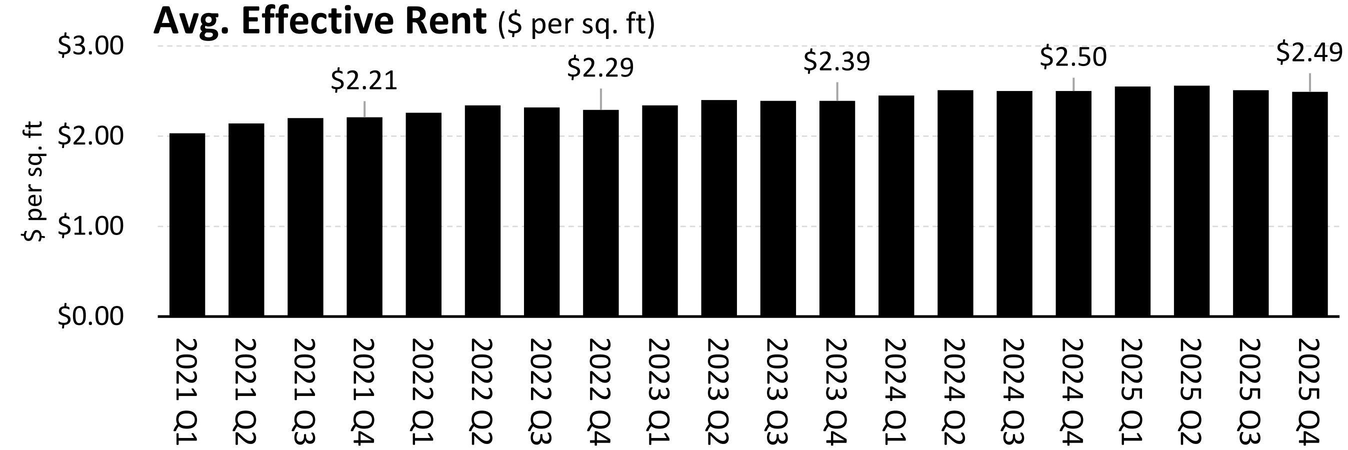
Net Absorption (units)



Vacancy Rate (%)



Avg. Effective Rent ($ per sq. ft)

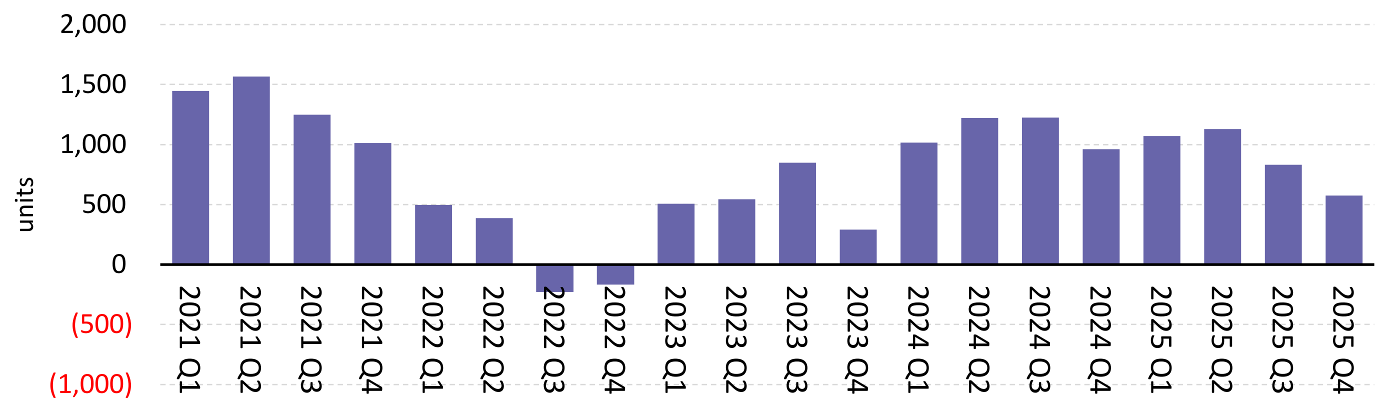


RICHMOND MSA

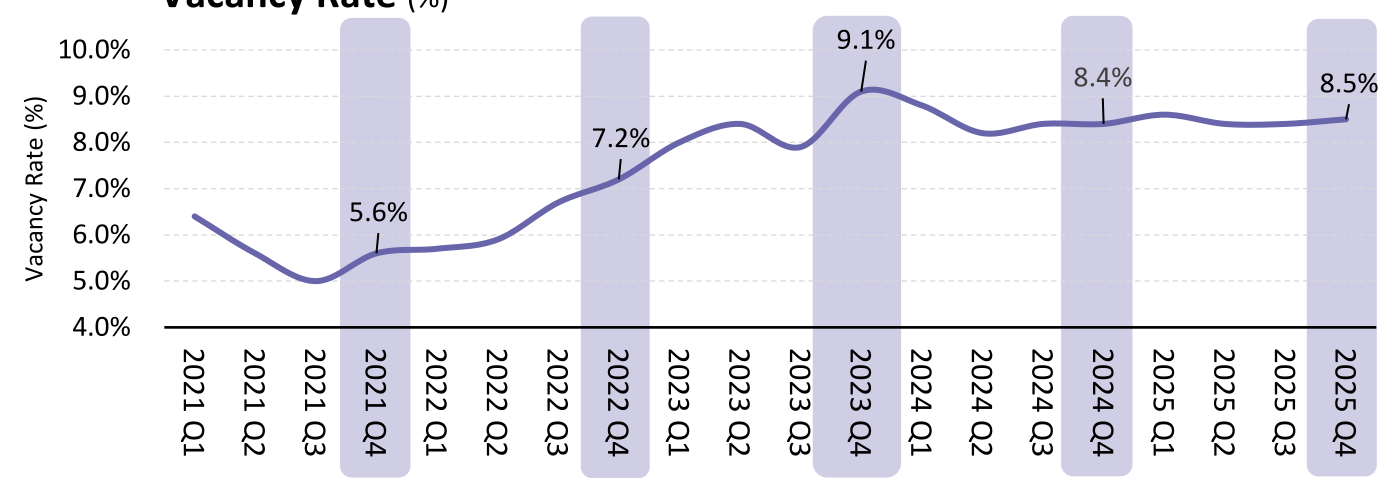
Local Market Indicator Dashboard

	Q4-2025	YoY Chg	
Total Inventory (units)	**142,698**	3.0%	% chg
Vacancy Rate (%)	**8.5%**	0.1%	pct points
Net Absorption (units)	**574**	-386	units
Avg. Effective Rent ($/per unit)	**$1,504**	$23	$ per unit
Avg. Effective Rent ($/per sq. ft)	**$1.70**	$0.02	$ per sq. ft
Under Construction (units)	**7,284**	1,410	units

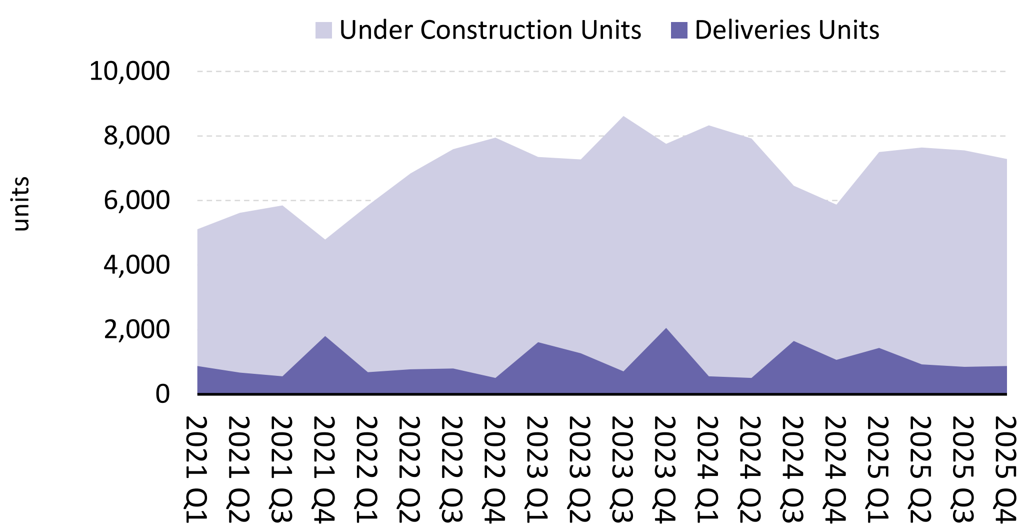
Net Absorption (units)



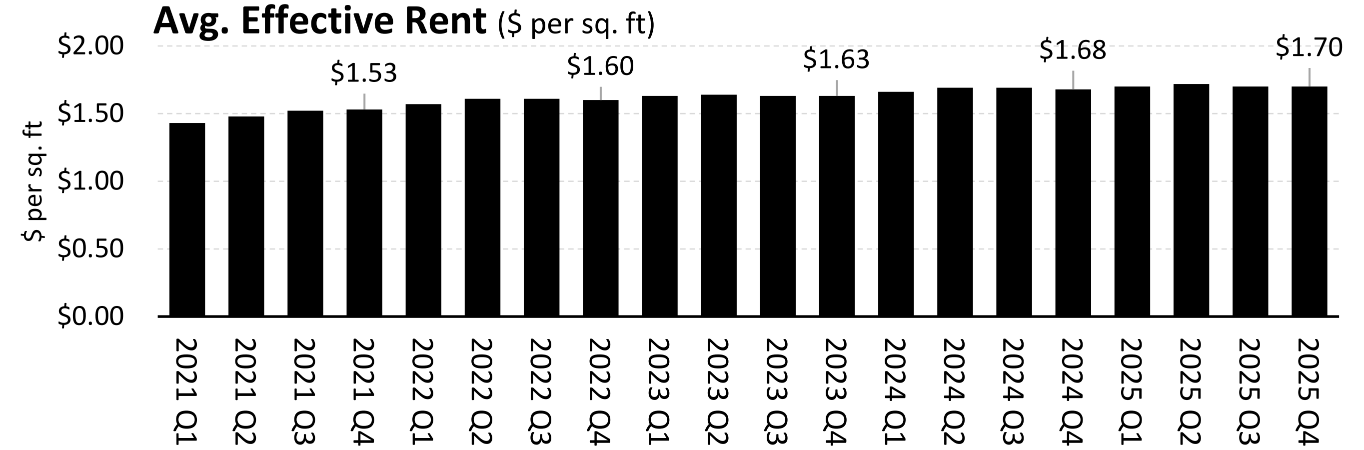
Vacancy Rate (%)



Under Construction & Net Deliveries (units)



Avg. Effective Rent ($ per sq. ft)

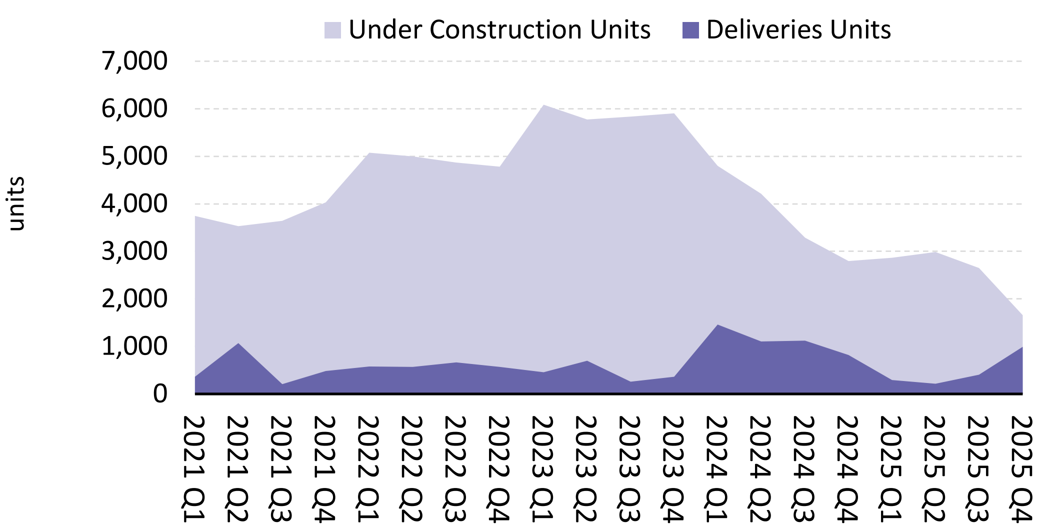


HAMPTON ROADS

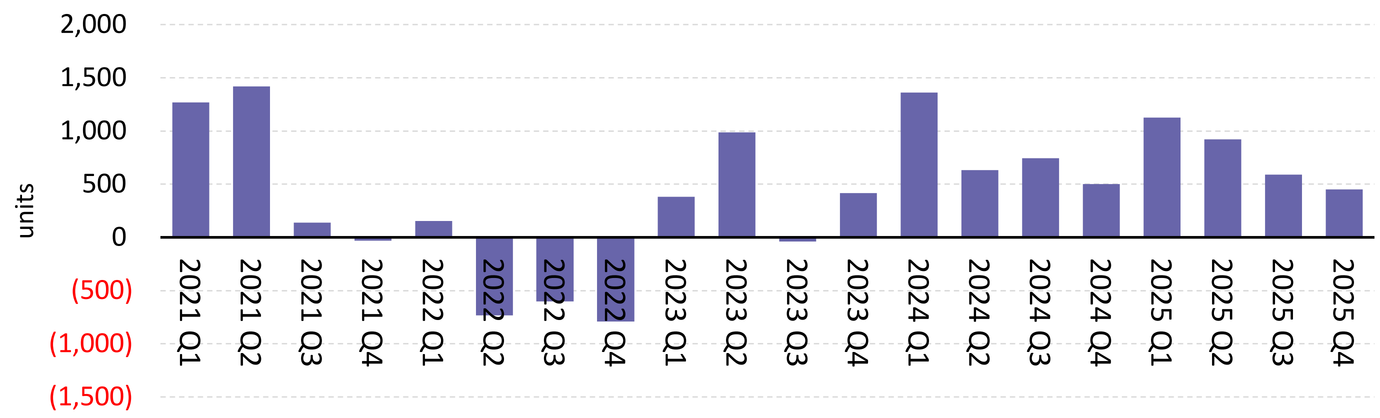
Local Market Indicator Dashboard

	Q4-2025	YoY Chg	
Total Inventory (units)	182,659	1.1%	% chg
Vacancy Rate (%)	5.7%	-0.7%	pct points
Net Absorption (units)	451	-50	units
Avg. Effective Rent ($/per unit)	$1,515	$60	$ per unit
Avg. Effective Rent ($/per sq. ft)	$1.65	$0.07	$ per sq. ft
Under Construction (units)	1,655	-1,139	units

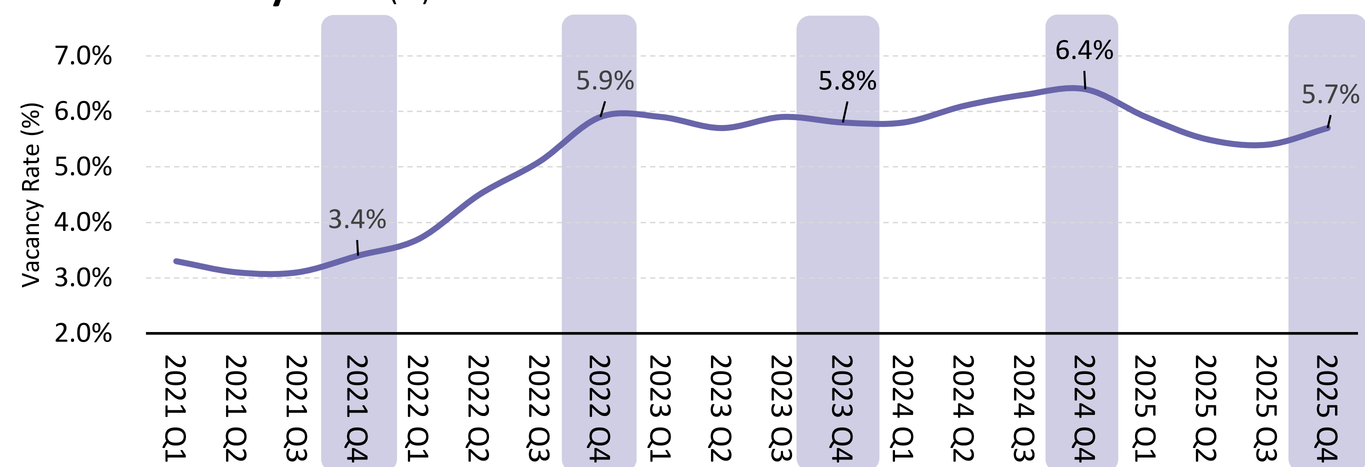
Under Construction & Net Deliveries (units)



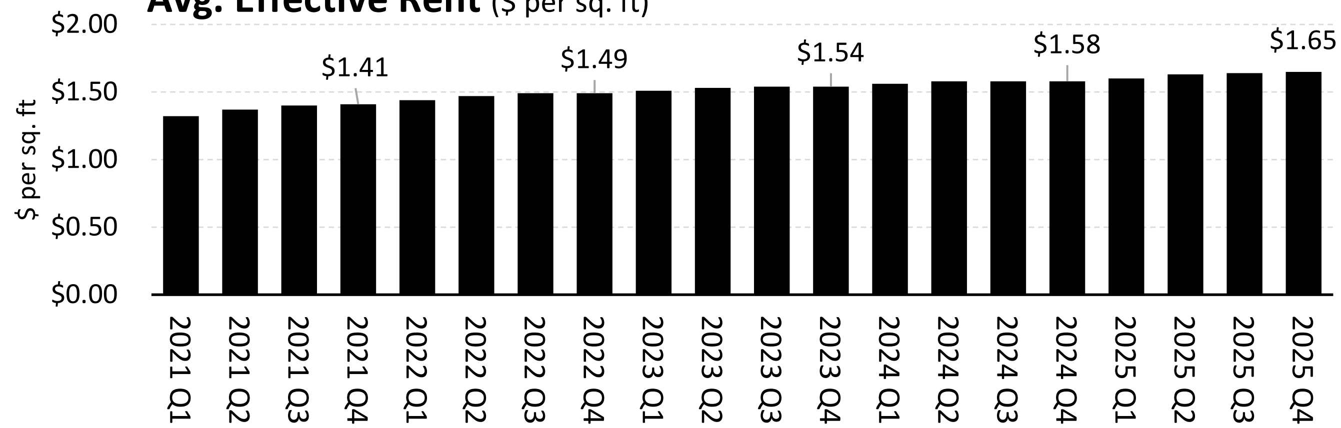
Net Absorption (units)



Vacancy Rate (%)



Avg. Effective Rent ($ per sq. ft)

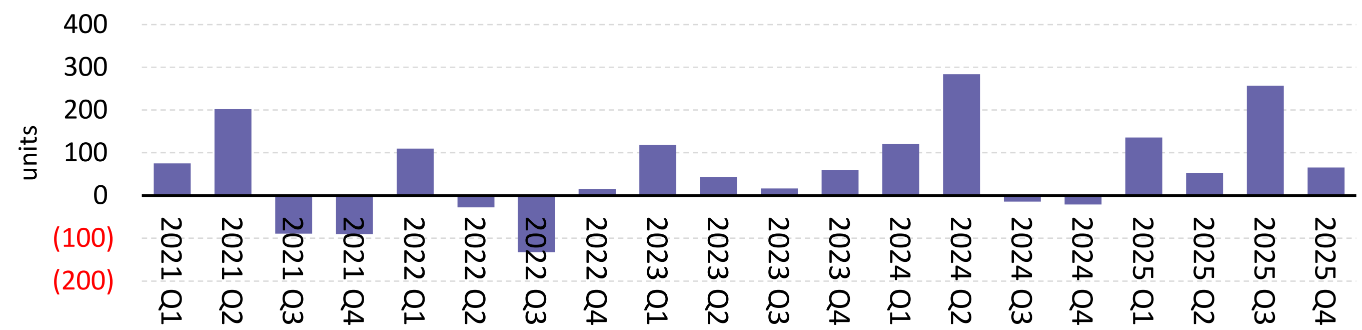


ROANOKE MSA

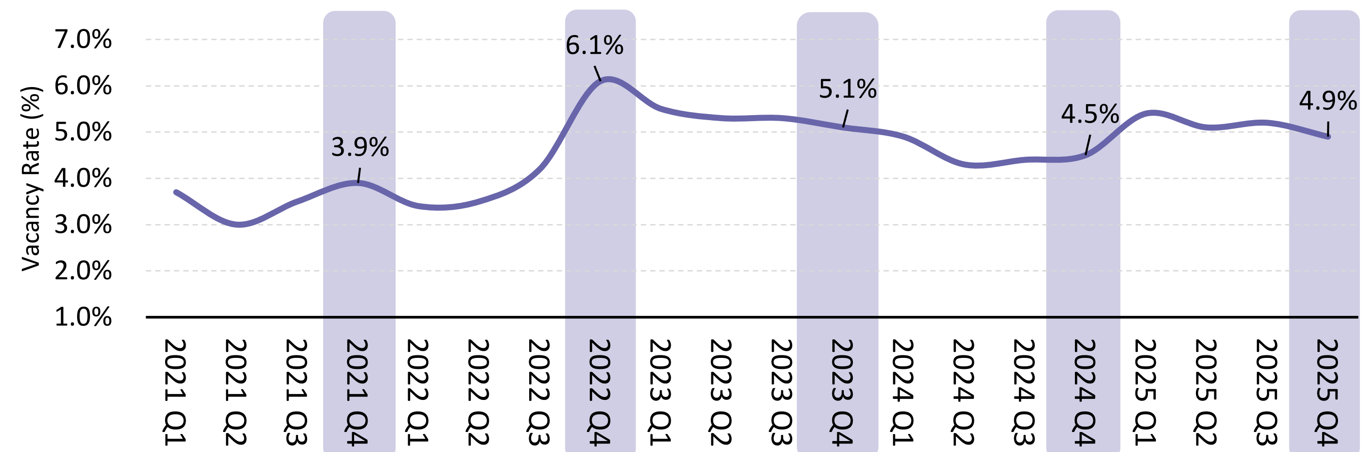
Local Market Indicator Dashboard

	Q4-2025	YoY Chg	
Total Inventory (units)	20,846	3.1%	% chg
Vacancy Rate (%)	4.9%	0.4%	pct points
Net Absorption (units)	66	87	units
Avg. Effective Rent ($/per unit)	$1,201	$33	$ per unit
Avg. Effective Rent ($/per sq. ft)	$1.37	$0.04	$ per sq. ft
Under Construction (units)	216	-408	units

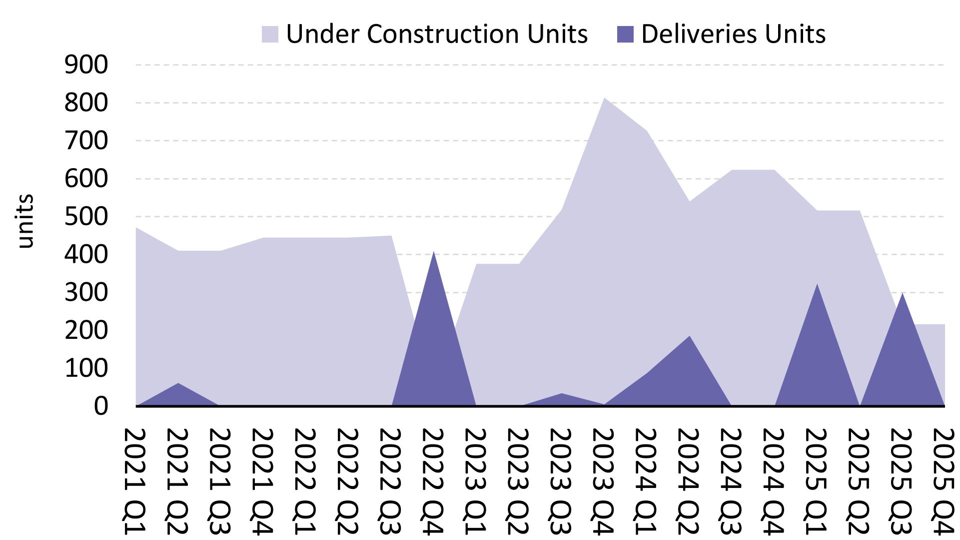
Net Absorption (units)



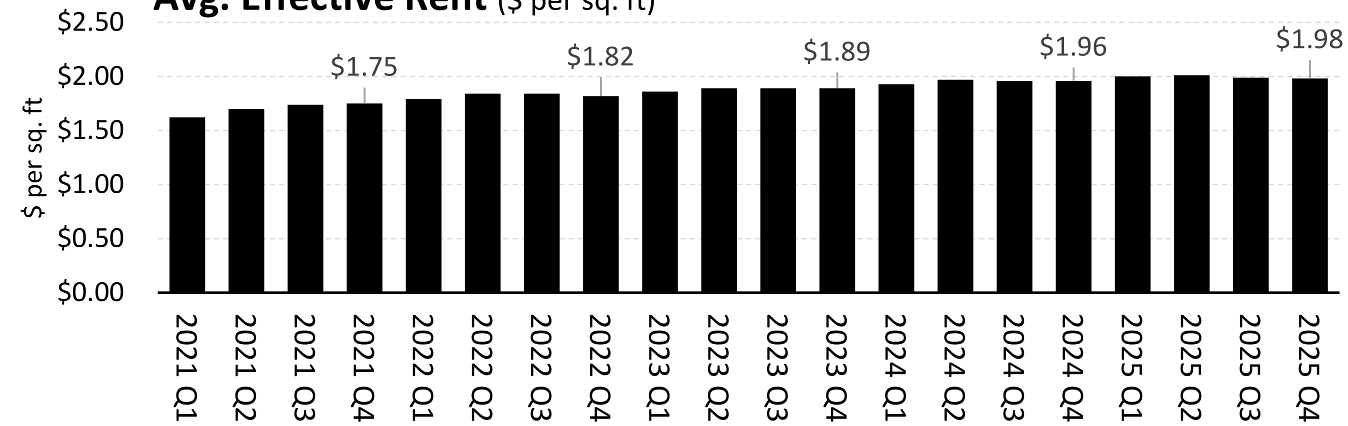
Vacancy Rate (%)



Under Construction & Net Deliveries (units)



Avg. Effective Rent ($ per sq. ft)



Multifamily Market - MSA Trends

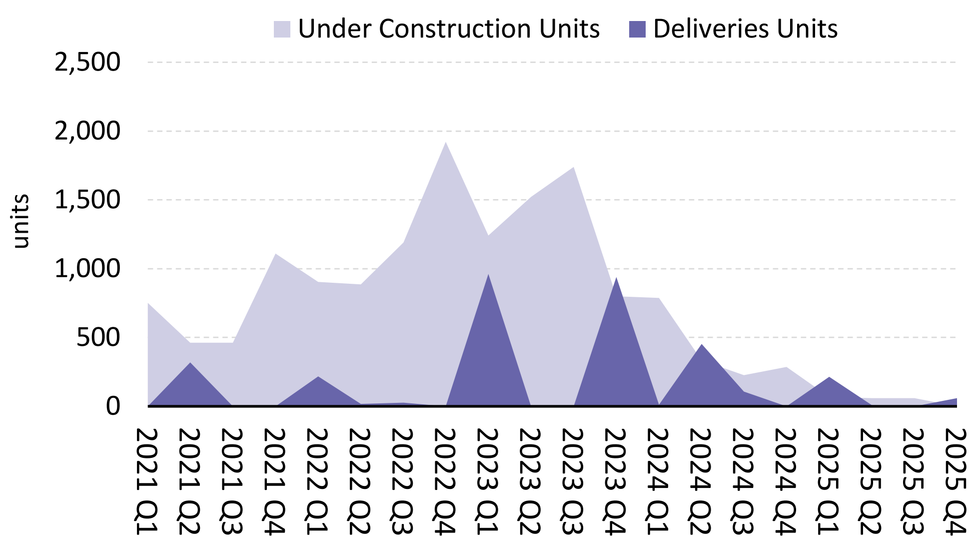
Q4 2025 Virginia REALTORS® MULTIFAMILY Market Report

LYNCHBURG MSA

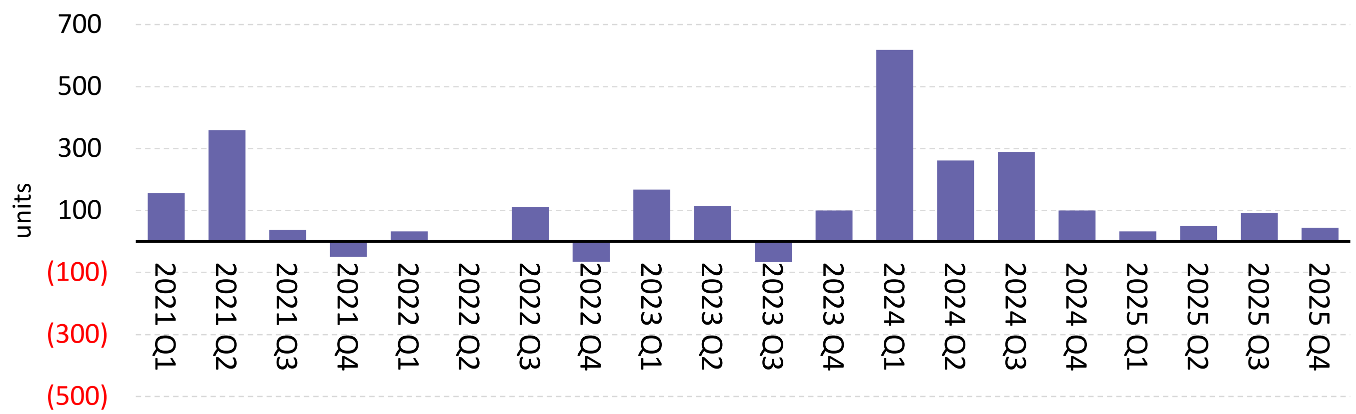
Local Market Indicator Dashboard

	Q4-2025	YoY Chg	
Total Inventory (units)	16,025	1.8%	% chg
Vacancy Rate (%)	10.5%	0.2%	pct points
Net Absorption (units)	45	-55	units
Avg. Effective Rent ($/per unit)	$1,178	$41	$ per unit
Avg. Effective Rent ($/per sq. ft)	$1.20	$0.04	$ per sq. ft
Under Construction (units)	0	-285	units

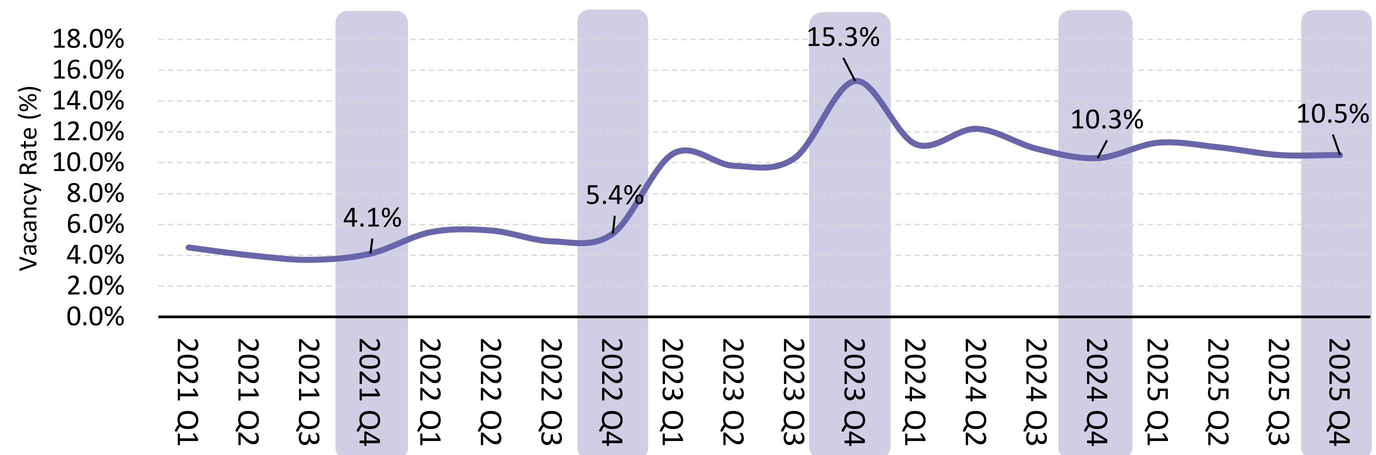
Under Construction & Net Deliveries (units)



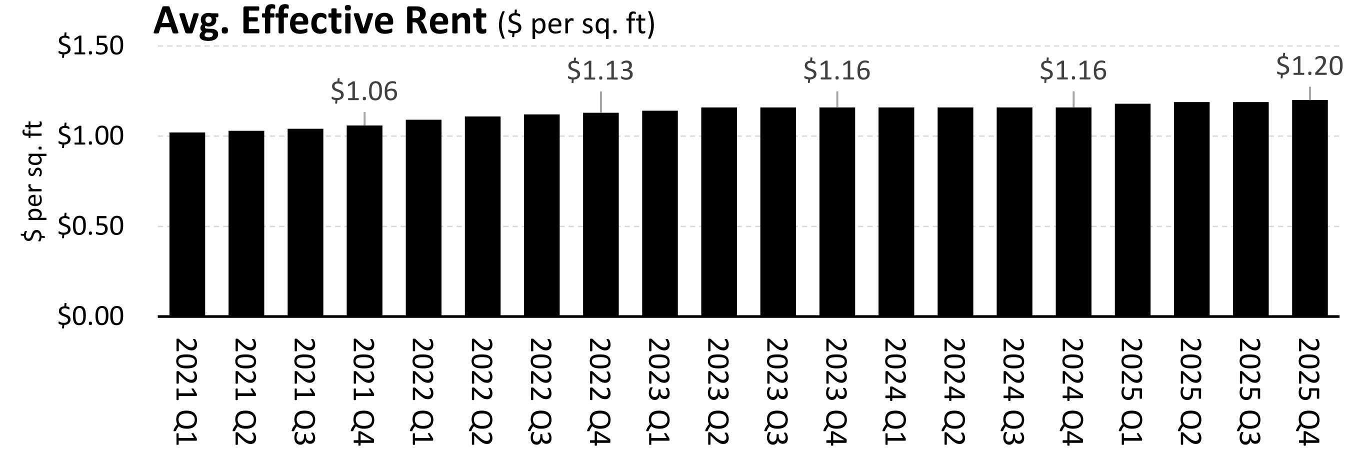
Net Absorption (units)



Vacancy Rate (%)



Avg. Effective Rent ($ per sq. ft)

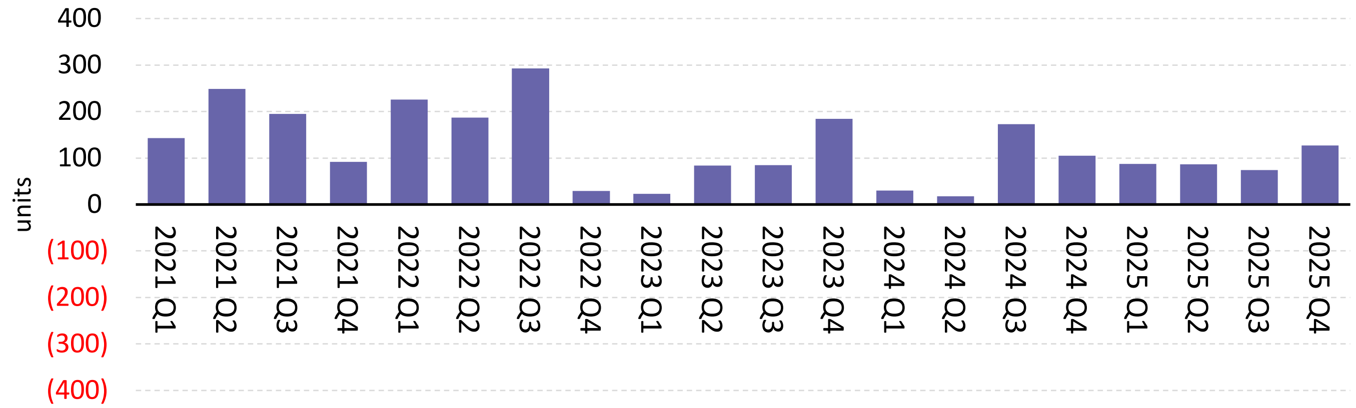


CHARLOTTESVILLE MSA

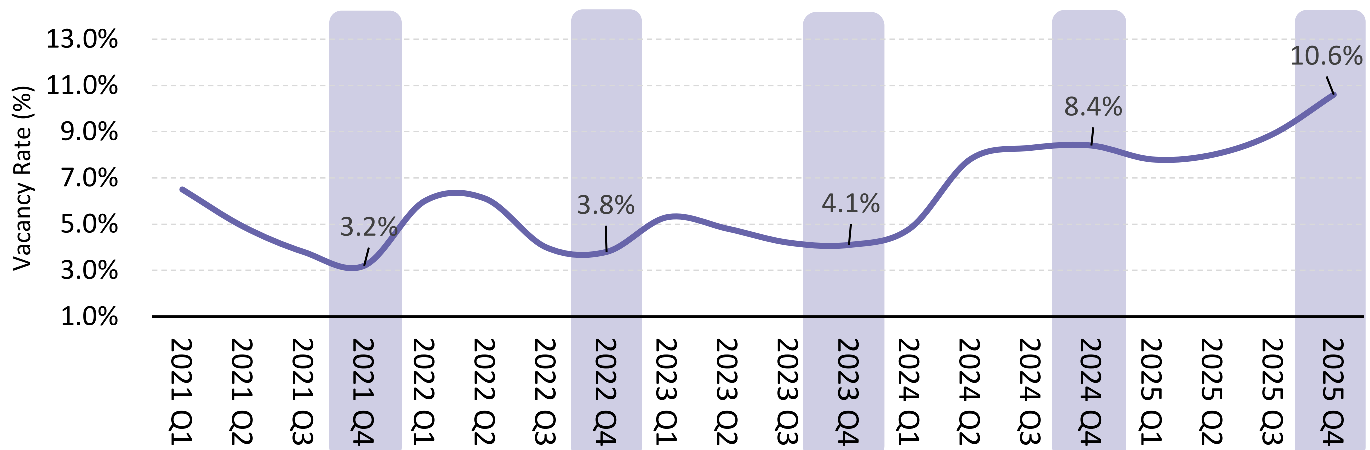
Local Market Indicator Dashboard

	Q4-2025	YoY Chg	
Total Inventory (units)	16,692	5.2%	% chg
Vacancy Rate (%)	10.6%	2.2%	pct points
Net Absorption (units)	127	22	units
Avg. Effective Rent ($/per unit)	$1,759	$2	$ per unit
Avg. Effective Rent ($/per sq. ft)	$1.81	$0	$ per sq. ft
Under Construction (units)	448	-707	units

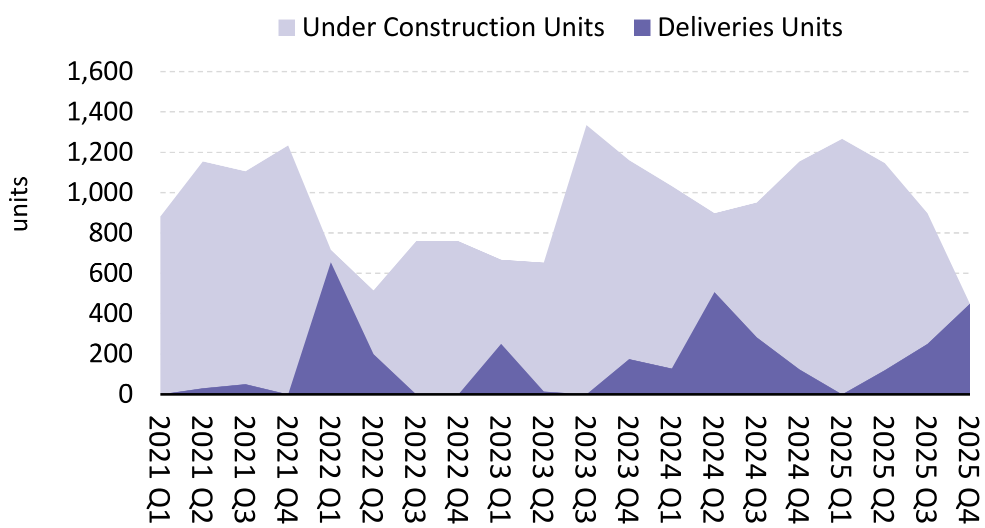
Net Absorption (units)



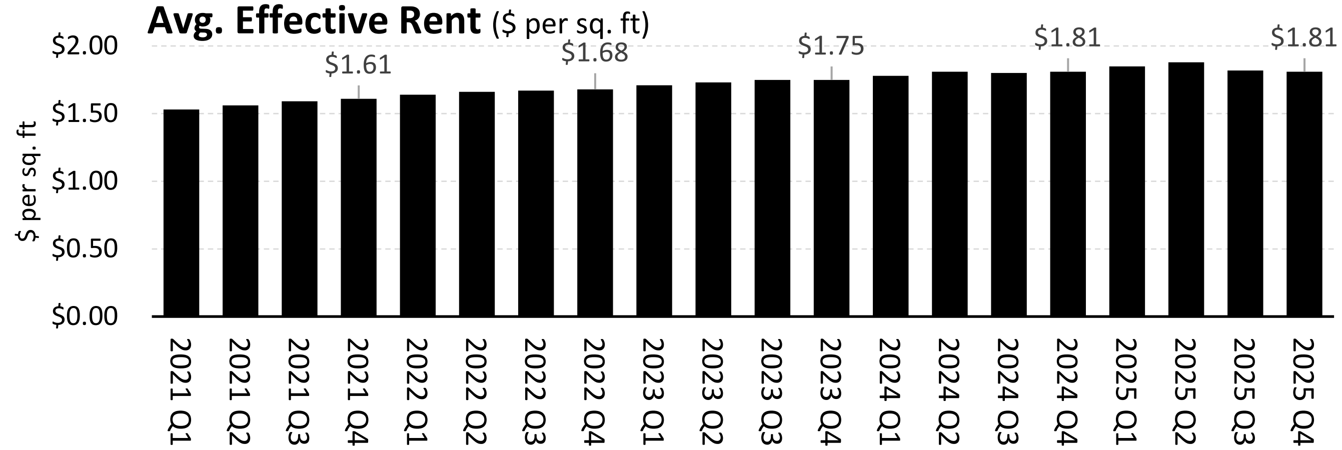
Vacancy Rate (%)



Under Construction & Net Deliveries (units)



Avg. Effective Rent ($ per sq. ft)

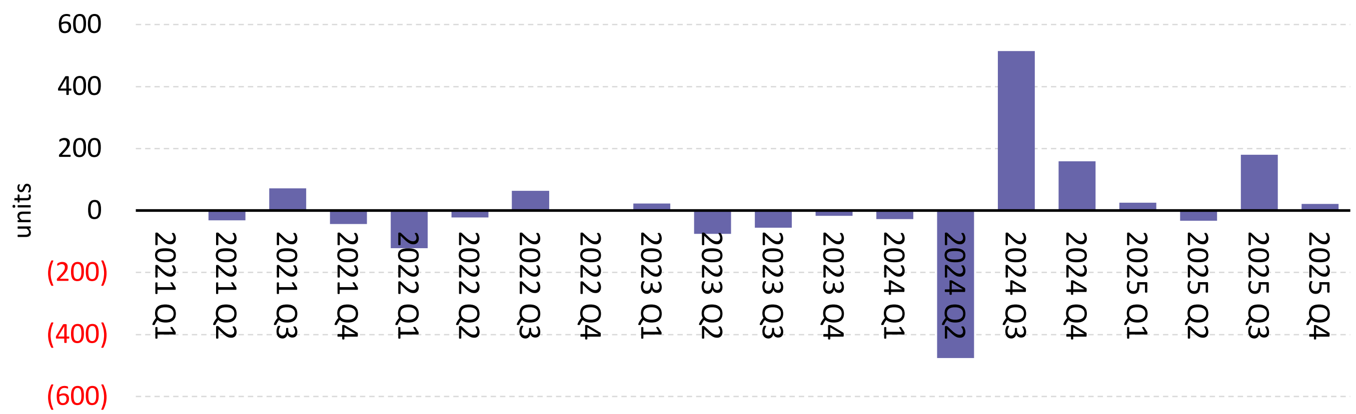


BLACKSBURG MSA

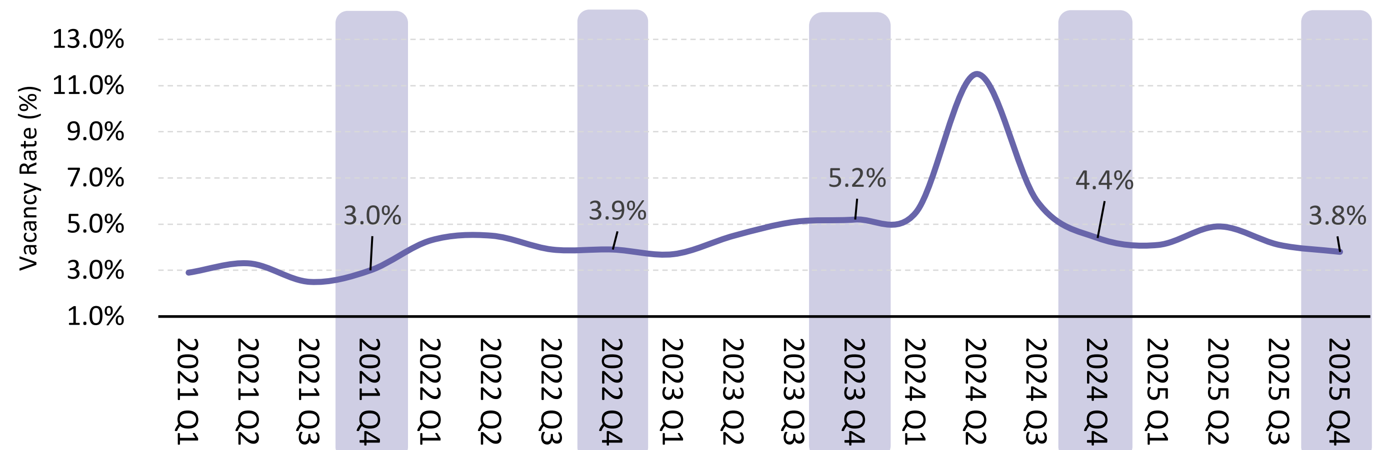
Local Market Indicator Dashboard

	Q4-2025	YoY Chg	
Total Inventory (units)	9,562	1.6%	% chg
Vacancy Rate (%)	3.8%	-0.6%	pct points
Net Absorption (units)	21	-138	units
Avg. Effective Rent ($/per unit)	$1,339	$47	$ per unit
Avg. Effective Rent ($/per sq. ft)	$1.44	$0.05	$ per sq. ft
Under Construction (units)	96	-84	units

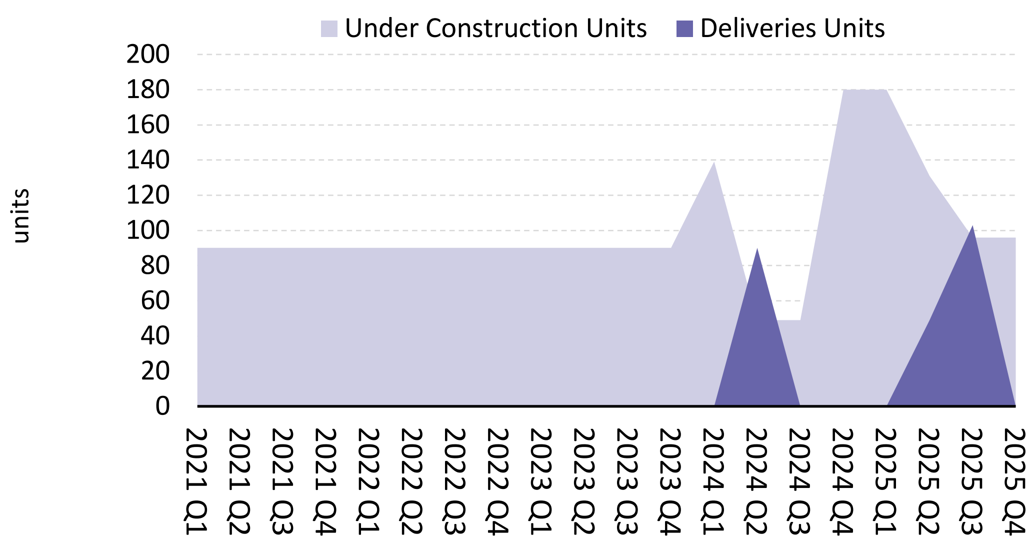
Net Absorption (units)



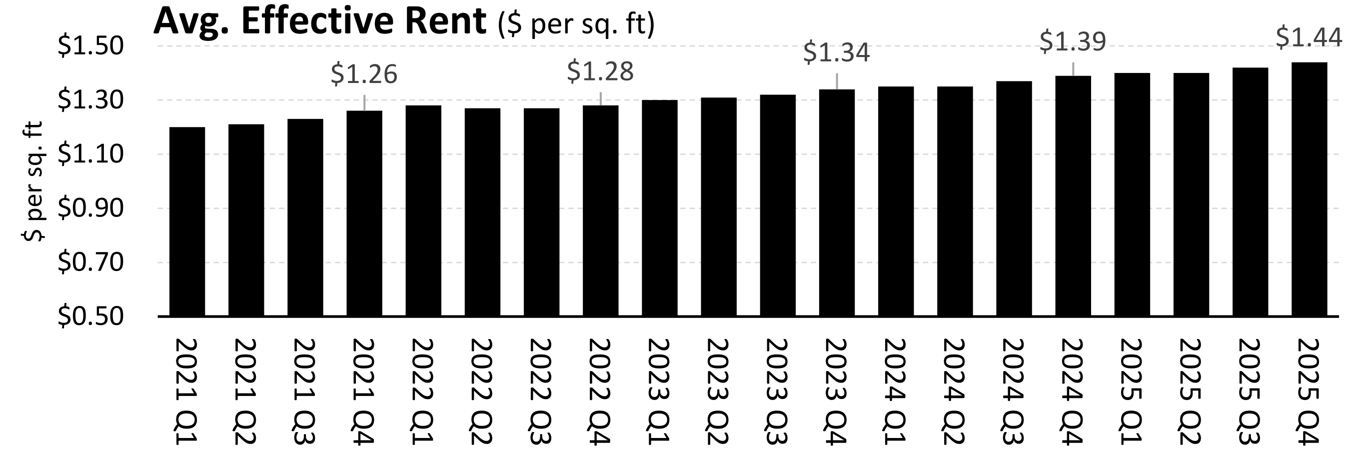
Vacancy Rate (%)



Under Construction & Net Deliveries (units)



Avg. Effective Rent ($ per sq. ft)

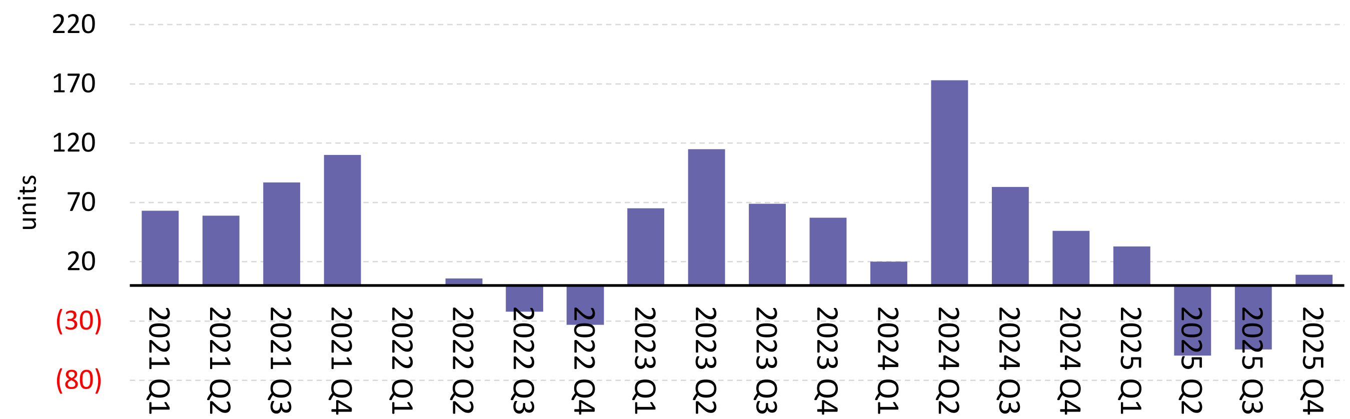


WINCHESTER MSA

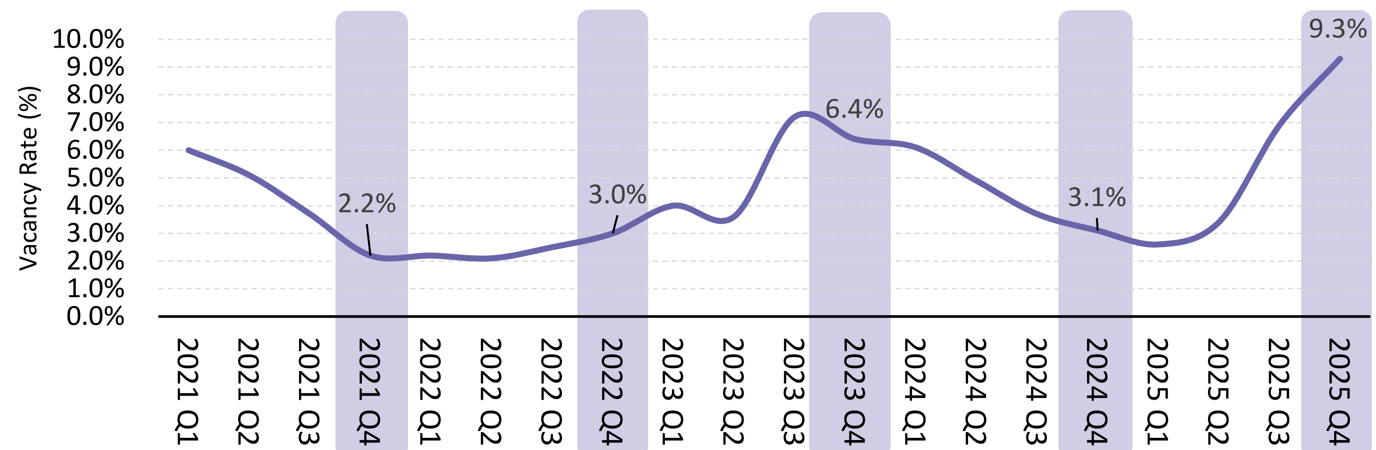
Local Market Indicator Dashboard

	Q4-2025	YoY Chg	
Total Inventory (units)	7,408	5.7%	% chg
Vacancy Rate (%)	9.3%	6.2%	pct points
Net Absorption (units)	9	-37	units
Avg. Effective Rent ($/per unit)	$1,503	$13	$ per unit
Avg. Effective Rent ($/per sq. ft)	$1.58	$0.01	$ per sq. ft
Under Construction (units)	20	-378	units

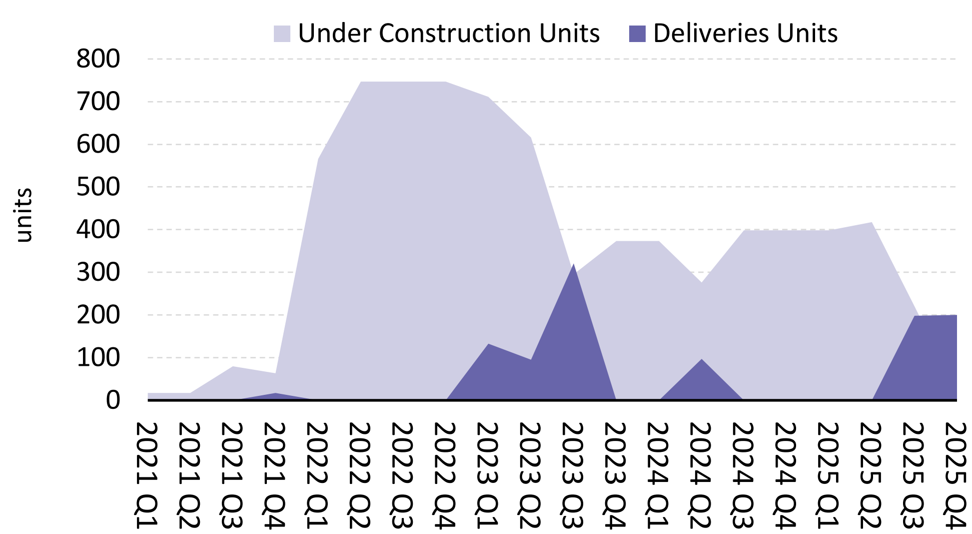
Net Absorption (units)



Vacancy Rate (%)



Under Construction & Net Deliveries (units)



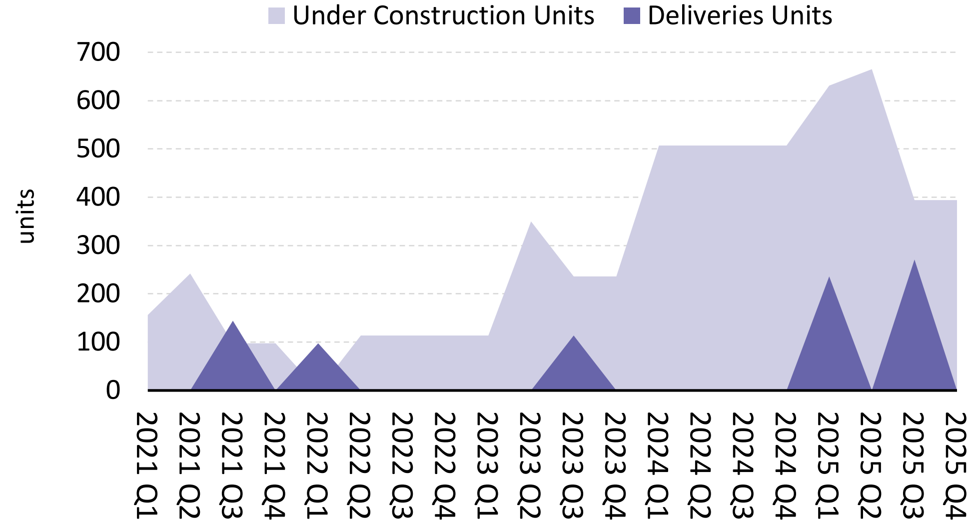
Avg. Effective Rent ($ per sq. ft)

HARRISONBURG MSA

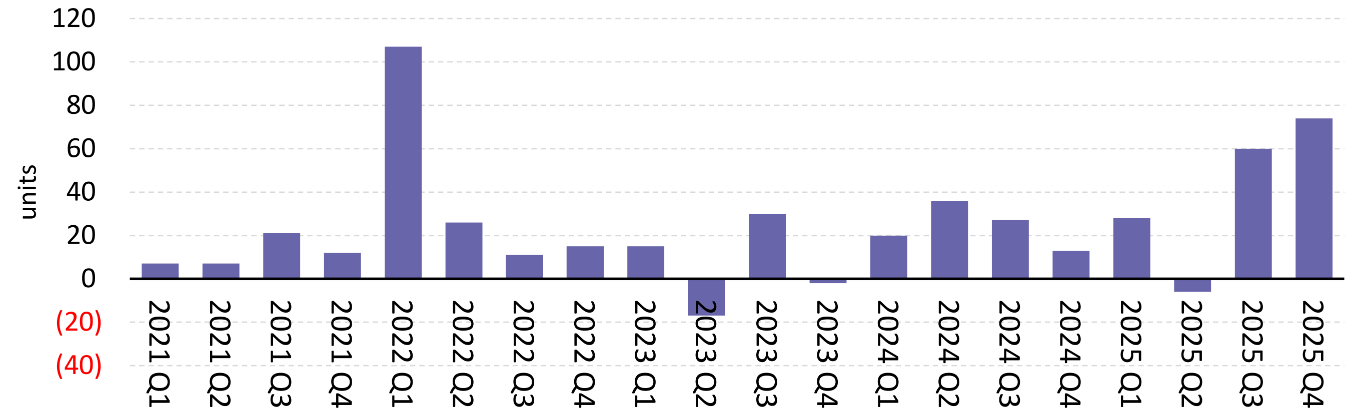
Local Market Indicator Dashboard

	Q4-2025	YoY Chg	
Total Inventory (units)	5,461	10.2%	% chg
Vacancy Rate (%)	8.3%	6.3%	pct points
Net Absorption (units)	74	61	units
Avg. Effective Rent ($/per unit)	$1,357	$17	$ per unit
Avg. Effective Rent ($/per sq. ft)	$1.47	$0.03	$ per sq. ft
Under Construction (units)	394	-113	units

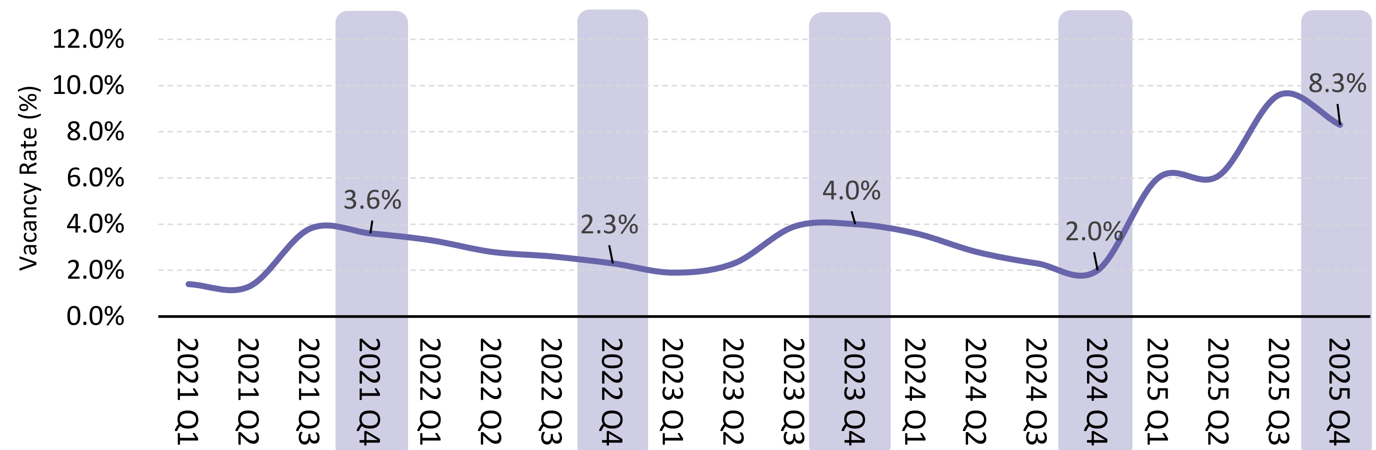
Under Construction & Net Deliveries (units)



Net Absorption (units)



Vacancy Rate (%)



Avg. Effective Rent ($ per sq. ft)

The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 37,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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