



Market Intelligence Richmond, VA Multifamily Investment Market Report

August 2026

Mid-2026 Outlook

Longview Commercial's bi-annual, institutional-grade market intelligence publication — designed to give accredited investors, whether new to private real estate funds or experienced in direct asset ownership, a clear, unvarnished view of the markets we target for deployment.

Each edition focuses on a single metropolitan market, assessed across the dimensions that matter most: demographic momentum, employment health, supply/demand dynamics, capital flows, and submarket selectivity. Our goal is not simply to share data, but to translate that data into investment context relevant to a diversified multifamily portfolio.

Richmond, Virginia serves as our twenty-second edition and the first Virginia market in this series in the Longview portfolio strategy. As one of the nation's most dynamic Sunbelt metros, Richmond exemplifies both the opportunity and the nuance that sophisticated multifamily investing demands. The following pages present our mid-2026 assessment.

“Richmond posted one of the highest year-over-year rent gains in the country while absorbing its second-highest annual delivery total in a decade — a Fortune 500 concentration few markets this size can match doing the quiet, steady work underneath the headline number.”

How to Read This Report

This publication is organized into nine substantive sections following this overview. Readers new to multifamily investing will find grounding context in the market fundamentals and demographic sections. More experienced capital allocators will find granular submarket data, risk analysis, and our forward outlook of greatest value.

New to Private Multifamily

Start with the market fundamentals and demographic sections for grounding context before moving into submarket-level detail.

Experienced Capital Allocators

Submarket data, competitive landscape, forward outlook, and our risk matrix carry the greatest weight for your review.

Data Sources

Yardi Matrix, Northmarq, CoStar Group (via Marcus & Millichap / Oxford Economics licensing), U.S. Census Bureau, and institutional research, as of mid-2026.

Where sources conflict, we present the range rather than a single point estimate. Market conditions evolve; investors should conduct independent due diligence and consult offering documents.

Our Philosophy

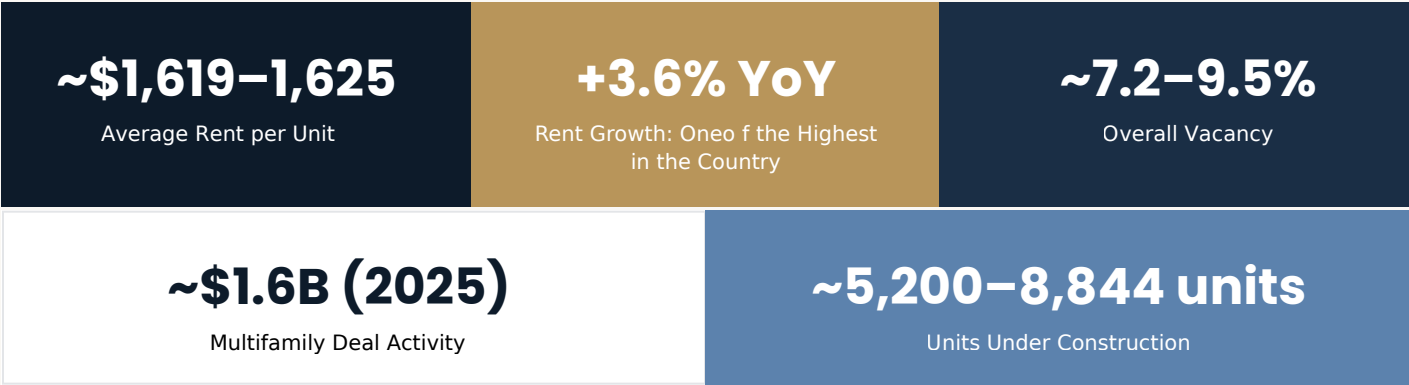
Built as a portfolio. Not a single bet. Longview constructs diversified, multi-market, multi-operator multifamily portfolios for accredited investors, grounded in disciplined capital allocation and long-term value creation rather than single-asset speculation.

A Note on This Report

This is market research, not an offer. It does not describe the terms of, or constitute a solicitation for, any specific Longview Commercial fund or offering. See disclosures on the final page.

This Is What Richmond Looks Like

Longview Commercial specializes in constructing diversified institutional-quality multifamily portfolios for accredited and sophisticated investors. This report delivers an independent, data-driven assessment of the Richmond multifamily sector as of mid-2026, focusing on metrics that signal market health, investment viability, and long-term positioning.



Sources: Yardi Matrix, Northmarq, CoStar Group. Data as of Q1–Q2 2026.

Absorbing Heavy Supply While Posting Some of the Nation's Strongest Rent Growth

Richmond delivered 6,089 new units in 2025 (Yardi Matrix) — the second-highest annual total in the past decade and a 39% increase from 2024 — yet still posted year-over-year rent growth of approximately 3.6% through February 2026, among the highest readings of any market tracked nationally by Yardi Matrix. Average asking rents reached approximately \$1,619–\$1,625 per month.

Vacancy estimates vary by methodology, consistent with a pattern seen elsewhere in this series: Northmarq's stabilized-property tracking shows vacancy in a comparatively tight 7.2–7.7% band, while separate CoStar-sourced data cited overall market vacancy at approximately 8.9–9.0%, projected to peak near 9.4–9.5% by early 2027 before gradually declining. Net absorption of approximately 2,750–2,958 units over the trailing year ran roughly 18% above the market's historical average, offsetting most of the impact of the heavy delivery pace.

Current indicators point to a market absorbing elevated supply without losing underlying momentum:

- The construction pipeline is down approximately 5% from a year ago, and elevated construction financing costs (7.5–9.0% interest rates) are constraining new starts through 2026–2027.
- Net absorption ran roughly 18% above the market's historical average over the trailing 12 months, helping offset the second-highest delivery total of the past decade.
- Downtown Richmond's vacancy has remained comparatively steady in the mid-5% range even as most other submarkets posted annual increases.
- Investment activity reached approximately \$1.6 billion in 2025, with an additional \$160 million transacted in the first two months of 2026 alone.

Within the Longview portfolio, Richmond reads as structurally similar to Nashville and Charlotte: a large, economically diversified metro absorbing a genuine supply wave on the strength of an unusually deep corporate base for a market of its size.

General Metro Richmond Metrics

Economy & Demographics



The Richmond metro area reached approximately 1,151,000–1,162,000 residents as of 2024–2025 estimates, growing at a consistent pace of roughly 1% annually in recent years — a steadier, if less explosive, growth trajectory than several faster-growing Sunbelt metros elsewhere in this series.

Employment & Labor Force

Richmond's employment growth slowed to approximately 0.2% through December 2025 (Yardi Matrix), 40 basis points behind the national average, though Northmarq's 2026 outlook projects a return to growth of approximately 1.0% for the year, supported by education/health

services and finance. Unemployment stood at 3.3% at the end of 2025, 110 basis points below the national average.

Job Diversity & Industry

An unusually deep corporate base for a metro of its size: Richmond is home to five Fortune 500 headquarters as of the 2026 rankings — CarMax, Altria Group, Markel Group, Dominion Energy, and Accendra Health (formerly Owens & Minor) — alongside Goochland-based Performance Food Group, the region's highest-ranked Fortune 1000 company. Capital One maintains a major operational presence in the metro (its corporate headquarters is in McLean, Virginia). DuPont operates its largest manufacturing plant in the world in the Richmond area. VCU Health anchors a substantial healthcare sector, and the VA Bio+Tech Park supports a growing life-sciences cluster. As Virginia's capital, state government employment adds further economic stability.

Fortune 500 Headquarters

Richmond hosted five Fortune 500 headquarters as of the 2026 rankings: CarMax (#162), Altria Group (#221), Markel Group (#270), Dominion Energy (#272), and Accendra Health (#407, formerly Owens & Minor). This is a notably deep concentration for a metro of Richmond's size, though the count has declined slightly from a previously cited eight in older sources — we present the more current, specifically sourced 2026 figure.

Demographics & Renter Population

A renter base supported by Richmond's deep base of finance, insurance, and healthcare employment, alongside state government and Virginia Commonwealth University. The region ranks 6th among metros east of the Mississippi for concentration of business and finance workers, and its relative affordability compared with Northern Virginia is frequently cited as a driver of continued in-migration.

Crime & Livability Trends

A genuinely mixed, two-sided picture. Richmond's violent crime rate runs well below the national average, and murders reportedly dropped more than 50% in Q1 2026 compared to the same period a year earlier — a significant, if recent and not yet independently verified over multiple years, improvement. Property crime, by contrast, runs above the national rate and pulls the city's overall crime statistics higher, with vehicle break-ins and theft cited as common in several neighborhoods.

Overall, Richmond combines an unusually deep Fortune 500 concentration for its size, steady population growth, and genuinely strong recent rent performance — balanced against elevated new supply and a property-crime trend that has not improved as clearly as the violent-crime picture.

Multifamily Metrics vs. National Benchmarks

- **Average Rent per Unit:** Yardi Matrix cited \$1,619 on a trailing three-month basis through February 2026 (+0.4%), while Northmarq cited \$1,625. CBRE's Q2 2025 data showed \$1,593. Estimates converge more tightly than in several other markets in this series.
- **Rent Escalation:** Yardi Matrix recorded year-over-year rent growth of 3.6% through February 2026 — among the highest readings of any market it tracks nationally — while a separate source characterized annual growth as more modest, around 0.6%, below the market's long-term average of 3.8%. We present both given the magnitude of the discrepancy, though the direction (positive) is consistent across all sources reviewed.

SECTION 04 (CONT'D)

Rent, Occupancy & Transaction Detail

- **Occupancy:** Vacancy estimates varied by methodology: Northmarq's stabilized-property tracking showed a 7.2–7.7% range, while separate CoStar-sourced data cited overall vacancy at approximately 8.9–9.0%, projected to peak near 9.4–9.5% by early 2027. Yardi Matrix's stabilized occupancy reading was 94.8%, down 30 bps YoY. Downtown Richmond vacancy stayed comparatively steady in the mid-5% range.
- **Multifamily Deals (Volume & Value):** Yardi Matrix reported \$1.6 billion in multifamily sales for 2025, plus \$160 million in the first two months of 2026. Investors have preferred newer-vintage communities that justify higher per-unit pricing; broader stabilization will show more clearly once older assets trade in larger numbers.
- **Permits & New Supply Pipeline:** Yardi Matrix cited 8,844 units under construction as of February 2026, following 6,089 deliveries in 2025 (+39% vs. 2024). A separate source cited a smaller 5,202-unit figure for a similar period — a discrepancy we flag rather than resolve. The pipeline is down roughly 5% YoY, with elevated financing costs (7.5–9.0% construction loan rates) constraining new starts.



Richmond's combination of one of the nation's highest year-over-year rent gains with its second-highest annual delivery total in a decade is a genuinely uncommon pairing in this series — most markets absorbing heavy supply have posted flat or negative rent growth over the same period.

Current & Future Trends

CURRENT (2026)	5-YEAR OUTLOOK (~2031)	10-YEAR OUTLOOK
Richmond absorbed its second-highest annual delivery total in a decade in 2025, yet posted rent growth of approximately 3.6% YoY — among the strongest readings of any market tracked nationally by Yardi Matrix.	With the construction pipeline down roughly 5% and elevated financing costs constraining new starts, supply pressure should continue easing through 2026 and 2027.	Richmond's five Fortune 500 headquarters, deep finance and insurance base, and VCU Health/state-government employment provide a demand foundation with real structural depth.
Western Henrico County led absorption at 733 units, Midlothian commanded the metro's highest rents (\$1,823/month), and Hanover County posted the tightest vacancy (4.0%) with zero new supply.	Downtown Richmond's vacancy held comparatively steady in the mid-5% range even as most other submarkets posted annual increases.	Submarket-level dispersion is meaningful enough that metro-wide averages likely understate the strength of the tightest-performing corridors.
Investment activity reached approximately \$1.6 billion in 2025, with investors showing a clear preference for newer-vintage, higher-priced stabilized assets.	Broader stabilization will be signaled by increased trading activity in older asset vintages, per at least one source's framework.	Richmond's relative affordability compared with Northern Virginia continues to be cited as a structural driver of in-migration and long-term demand.

SECTION 05

Market Projection — Five Years From Now (~2031)

- Vacancy normalizing from its projected early-2027 peak as the construction pipeline continues contracting under elevated financing costs.
- Rent growth likely moderating from its currently elevated pace toward a more sustainable long-term rate as supply and demand rebalance.
- Continued depth from Richmond's Fortune 500 base, VCU Health, and state government providing demand stability distinct from more purely migration-dependent metros.
- Broader investor participation in older-vintage assets signaling fuller market stabilization, per at least one source's framework.
- Persistent submarket dispersion between supply-heavy corridors and consistently tight submarkets like Hanover County and Downtown Richmond.

Important Statistics Snapshot

Richmond Multifamily Market	
2025 deliveries—2nd-highest annual total in a decade, +39% vs. 2024	6,089 units
Vacancy— source and methodology-dependent range	~7.2%–9.5%
Average asking rent (source range)	~\$1,619–1,625
Rent growth, year-over-year (Yardi Matrix)—among the highest nationally tracked	+3.6%
2025multifamily investment sales volume	~\$1.6B
Cap rates, generally	~5.0–5.5%

Richmond Economy Statistics	
Metro population (2024–2025), growing ~1% annually	~1.15–1.16M
Fortune 500 headquarters (2026) — CarMax, Altria, Markel, Dominion Energy, Accendra Health	5
Unemployment Rate (May 2026 preliminary)	~3–4%
Job Growth: Modest recent (~0–1.1% YoY range in benchmarks); forecasted acceleration	to ~1.7% in 2026
Murders, Q12026 vs. Q1 2025 — property crime trend less favorable	–50%
Key Notes/Drivers: Finance/banking, government, manufacturing, healthcare, and logistics. Diversified with strong professional services base.	

Main Companies & Market Players

Local & Regional: We did not identify a single, dominant Richmond-headquartered multifamily developer comparable to the local anchors profiled in other editions of this series in our sourcing for this edition.

National Platforms: Development activity has concentrated in Downtown Richmond and Chesterfield County submarkets, with the metro's construction pipeline down approximately 5% from a year ago as elevated financing costs constrain new starts.

Investors: Investment activity totaled approximately \$1.6 billion in 2025 with continued momentum into 2026, though investors have shown a preference for newer-vintage communities over older stabilized assets. Longview Commercial structures diversified portfolios to give investors access to institutional-quality multifamily without concentrating risk in any single metro's supply cycle or industry base.

Opportunities

- Rent Growth Outpacing Supply Absorption:** A 3.6% year-over-year rent gain amid the second-highest delivery total in a decade is a genuinely uncommon combination in this series.
- Unusually Deep Fortune 500 Base:** Five Fortune 500 headquarters provide corporate depth few metros of Richmond's size can match, anchoring durable, higher-wage renter demand.
- Construction Pipeline Contraction:** Elevated financing costs (7.5–9.0% construction loan rates) are constraining new starts, setting up a lighter delivery pipeline through 2027.
- Submarket Selectivity:** Hanover County's 4.0% vacancy and zero new supply, alongside Downtown Richmond's steady mid-5% vacancy, offer differentiated risk profiles within one metro.
- Relative Affordability vs. Northern Virginia:** Richmond's lower cost basis relative to the D.C. metro continues to be cited as a structural driver of sustained in-migration.

Submarket Intelligence

Richmond's submarket performance varies meaningfully, with specific corridors posting notably tighter fundamentals than the metro-wide average even amid the broader supply wave.

SUBMARKET	PROFILE & THEME	LONGVIEW VIEW
Hanover County	The tightest vacancy in the metro at 4.0%, supported by zero new supply — a genuinely differentiated risk profile from the rest of the market.	FAVORABLE
Downtown Richmond	Vacancy held comparatively steady in the mid-5% range even as most other submarkets posted annual increases, suggesting the urban core has weathered the recent supply wave better than the broader metro.	FAVORABLE
Western Henrico County	The metro's largest submarket by inventory (28,018 units) and the leader in absorption (733 units in one recent reading), despite carrying 8.2% vacancy.	SELECTIVE
Midlothian	Commands the metro's highest rents (approximately \$1,823/month) and absorbed 592 units in one recent reading, reflecting strong demand for premium product.	SELECTIVE
Chesterfield County	Among the submarkets that received the heaviest concentration of 2025 deliveries, representing the metro's more direct supply-risk exposure.	CAUTIOUS

Data Note

Submarket views reflect qualitative positioning drawn from broker and proprietary market research as of mid-2026. Granular submarket-level rent and occupancy data were not available at point-estimate resolution for this edition and are flagged rather than estimated.

Risks

- **Data Source Variance:** Vacancy estimates ranged from approximately 7.2% to 9.5% and construction-pipeline figures varied by more than 3,600 units depending on source; underwriting should confirm current figures directly with sponsors.
- **Elevated Recent Supply:** 2025's delivery total was the second-highest of the past decade; even with strong absorption, full digestion of this supply wave will take time, particularly in submarkets like Chesterfield County.
- **Property Crime Trend:** While violent crime has improved significantly, property crime runs above the national average and has not shown the same clear improvement, a genuine consideration for asset-level security planning.
- **Softening Employment Growth:** Trailing employment growth slowed to approximately 0.2%, below the national average, even as forward-looking forecasts call for a return to roughly 1.0% growth in 2026.
- **Elevated Construction Financing Costs:** Construction loans pricing at 7.5–9.0% are constraining new development feasibility, a headwind for development-focused strategies specifically, even as it supports the existing-asset recovery thesis.
- **Declining Fortune 500 Count:** Richmond's Fortune 500 headquarters count has declined slightly in recent years (from a previously cited eight to a more current five), worth monitoring as a longer-term corporate-base trend.

In a Nutshell

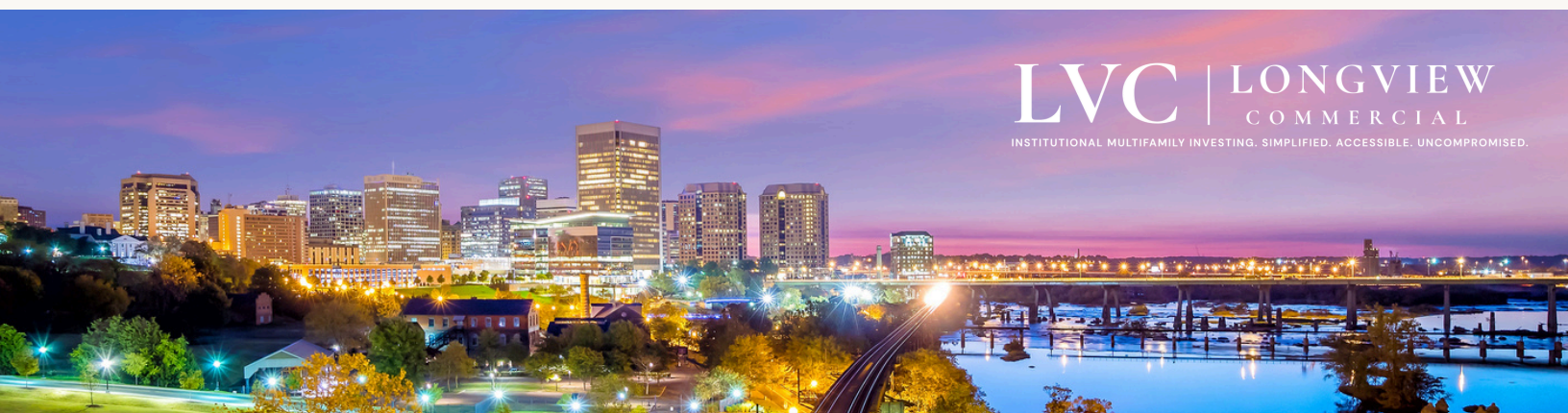
Richmond in 2026 is managing a combination this series has rarely seen paired together: one of the nation's highest year-over-year rent gains alongside its second-highest annual delivery total in a decade. An unusually deep Fortune 500 base for a metro of its size, elevated construction financing costs constraining future supply, and steady population growth all support a constructive multi-year view, tempered by genuine data source variance on vacancy, a property-crime trend that hasn't improved as clearly as violent crime, and submarket-level dispersion that means metro-wide averages likely understate both the strongest and weakest pockets of the market. Within a diversified allocation, Richmond introduces a genuinely different regional exposure to this series — Mid-Atlantic rather than Sunbelt or Southeast — anchored by corporate depth rather than migration velocity.

Longview Commercial is positioned to help accredited investors access high-quality, professionally managed multifamily exposure in this evolving market. All projections involve uncertainty; investors should conduct independent due diligence and consult offering documents.

Contact and Next Steps

To learn more about Longview Commercial fund offerings or to request placement on the investor distribution list for the Market Intelligence series:

Email: invest@longviewcommercial.com **Website:** www.longviewcommercial.com



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