

Prepared for
Nashville's Vertical
Property Owners

by
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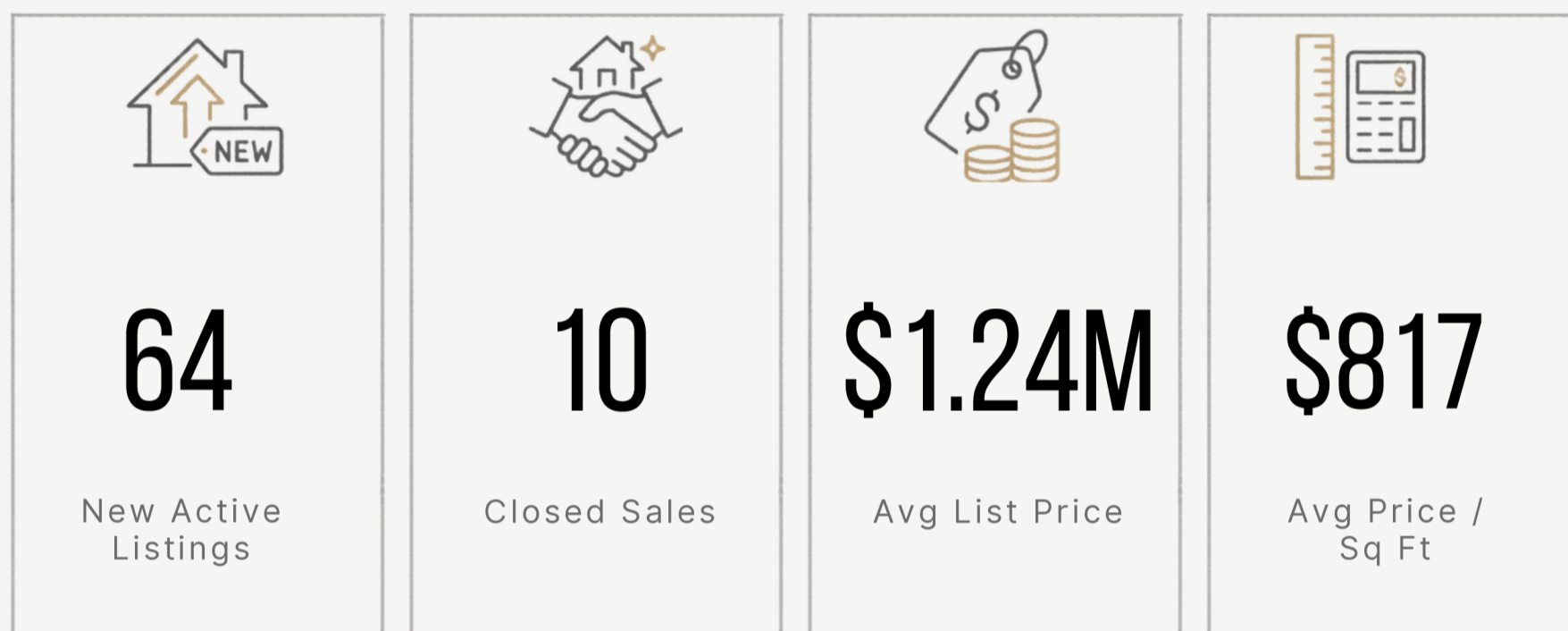
NASHVILLE LUXURY HIGH-RISE MARKET REPORT
MARCH 2026

Inventory surged sharply in March, signaling a shift toward increased buyer leverage as the Spring market begins.

MARKET OVERVIEW

The Nashville luxury high-rise condo market accelerated in March following February's temporary slowdown, driven by a significant surge in new inventory. A total of 64 new active listings entered the market, marking the largest supply increase of the quarter and signaling renewed seller confidence heading into the Spring season.

While buyer demand remains steady, the sharp rise in available inventory is beginning to rebalance negotiating dynamics. Pricing has remained relatively stable, reinforcing continued strength in Nashville's luxury vertical market as it transitions into a more competitive Spring environment.



KEY MARKET SIGNALS

- 64 new active listings entered the market in March, up significantly from 36 in February, marking the largest inventory increase of the quarter.
- 10 closed sales were recorded, down from 15 in February as new inventory entered the market and transactions lagged slightly.
- Average active list price held steady at approximately \$1.24M, indicating continued confidence in luxury asset values despite rising competition.
- Average price per square foot stabilized around \$817, reflecting a transition toward more balanced pricing across active high-rise inventory.

PRICING ANALYSIS – MARCH 2026

The following table highlights current pricing ranges, price-per-square-foot benchmarks, and recent activity across Nashville’s primary luxury high-rise buildings. These metrics provide a snapshot of how individual towers are performing within the broader Davidson County vertical market as inventory expands heading into the Spring season.

Building	Active Price Range	Avg \$ / Sq Ft	Avg Days on Market (DOM)	Activity
505 Church	\$419,500 – \$1.2M	\$821.85	101	1 Under Contract
Icon Nashville	\$359,000 – \$1.02M	\$643.77	111	1 Under Contract
The Four Seasons	\$1.39M – \$33.5M	\$2,431.24	93	Active Listing at \$14.9M; 9 Active
TwelveTwelve	\$440,000 – \$999,900	\$722.58	161	1 Sold (Max: \$775K)
Rhythm	\$379,900 – \$1.15M	\$527.37	83	1 Sold (Max: \$439K)
CityLights	\$985,000 – \$1.48M	\$589.46	78	1 Under Contract
The Viridian	\$380,000 – \$995,000	\$640.03	67	12 Active Units
The Adelia	\$575,000 – \$1.39M	\$639.36	81	1 Sold (Max: \$461K)
Bristol on Broadway	\$342,000 – \$499,900	\$471.71	58	3 Active Units
Terrazzo	\$614,000 – \$1.1M	\$613.29	37	3 Active Units
The Pullman	\$439,328 – \$2.41M	\$735.93	36	1 Sold (Max: \$1.18M)
The Encore	\$386,000 – \$995,000	\$674.25	102	2 Sold (Max: \$920K)
Broadwest	\$754,500 – \$3.0M	\$1,019.79	112	2 Under Contract
The Rokeby	\$394,900	\$351.65	160	1 Active Unit
Poston at the Park	\$950,000	\$549.13	37	1 Under Contract
The West End	\$739,900	\$401.03	44	1 Active Unit
Crescendo Boutique	\$369,000	\$895.63	83	1 Active Unit
Odyssey at the Park	N/A	N/A	N/A	1 Sold (Max: \$555K)

Values reflect current listings and recent transaction activity within each building during the reporting period.

MARKET INSIGHTS

The March data reflects a significant shift in Nashville's luxury high-rise market as inventory expands heading into the Spring selling season. While buyer activity remains steady, the sharp increase in available listings is beginning to rebalance market dynamics across Davidson County's vertical market.

New Listings

FEB → MAR

36 → 64

Units

Closed Sales

FEB → MAR

15 → 10

Units

Avg List Price

FEB → MAR

\$1.29M → \$1.24M

List Price

Avg Price / Sq Ft

FEB → MAR

\$825 → \$817

Avg \$ / Sq Ft

LUXURY SEGMENT RESILIENCE

The ultra-luxury tier (\$3M+) remains highly specialized, with pricing stability holding firm despite limited transaction volume. Signature assets—particularly within premier buildings such as the Four Seasons—continue to attract qualified buyers, though extended marketing timelines remain typical at this price point.

NOTABLE TRANSACTIONS



Four Seasons Residences Nashville — one of the city's premier luxury condominium towers.

**Notable
Active
Listing**

Four Seasons Residences Nashville
\$14,900,000
3 Beds | 4 Baths | 4,517 Sq. Ft.



The Pullman — Gulch luxury new construction

**Highest
Closed
Sale**

The Pullman — Gulch
\$1,180,000
1,460 Sq. Ft.

This transaction reflects continued buyer willingness to exceed the \$1M threshold for new construction in prime walkable locations.

MARKET OUTLOOK – SPRING 2026



As the market moves into April, the sharp increase in March inventory is expected to drive a more active Spring cycle across Nashville’s high-rise segment. With a broader selection of available units, transaction volume is likely to increase as buyers re-engage with greater optionality.

Buyer behavior is shifting toward increased selectivity, with greater emphasis on pricing accuracy, unit condition, and building positioning. Properties aligned with current market expectations should continue to transact efficiently, while overpriced inventory may experience extended days on market.

Inventory levels are expected to remain elevated through the second quarter as additional sellers enter the market to capitalize on seasonal demand. This will create a more competitive landscape, particularly within the \$500K–\$1M segment, where activity remains concentrated.

New development will continue to influence pricing across the vertical market. Buildings such as The Pullman are establishing benchmarks that directly impact resale competitiveness, particularly in high-demand urban corridors like The Gulch.

“Nashville’s luxury vertical market remains well-positioned heading into the 2026 Spring selling season.”

WHY LIST WITH Alexander Brandau IV

Nashville's vertical market is shifting — and representation matters more than ever.

Alexander combines precision marketing, proven results, and deep high-rise expertise to consistently position properties for maximum value.



Thinking about selling or want to know your condo's true value?
Scan the QR code to schedule a private consultation.

