

Prepared for
Nashville's Vertical
Property Owners

by Alexander Brandau IV

NASHVILLE LUXURY HIGH-RISE MARKET REPORT

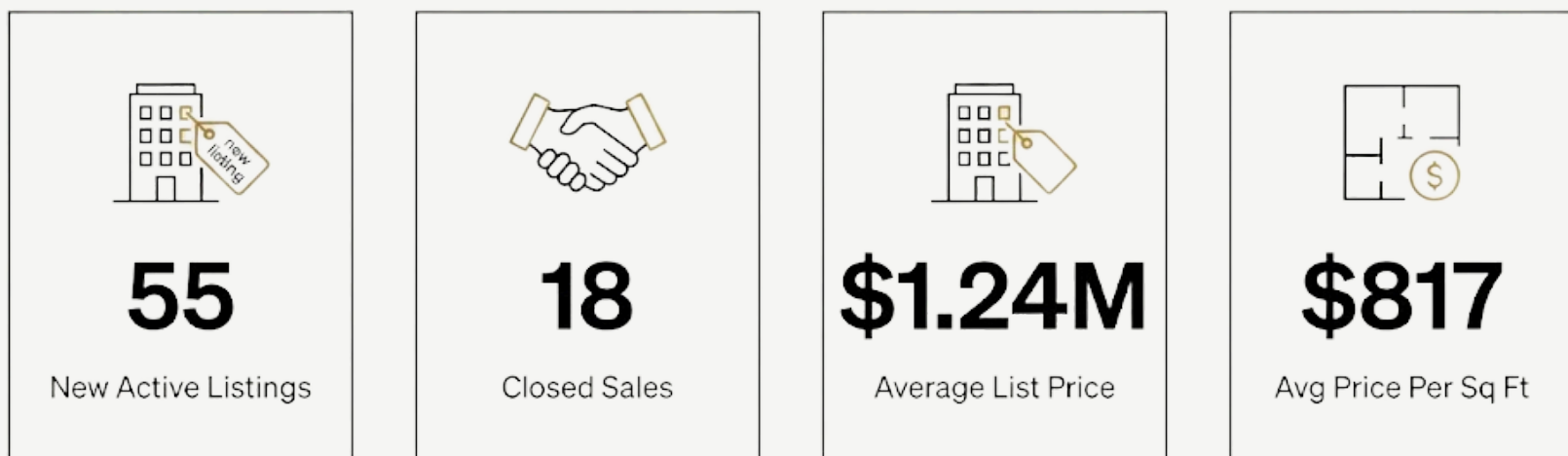
APRIL 2026

Q2 Begins With Surging Transaction Volume

MARKET OVERVIEW

The Nashville luxury high-rise condo market accelerated sharply in April as buyers absorbed the surge of inventory introduced during March. With 18 closed sales recorded, April became the strongest transaction month of 2026 so far, signaling healthy buyer confidence entering Q2.

While new inventory moderated slightly to 55 active listings, pricing remained stable across Nashville's vertical market. Well-positioned properties continued attracting strong activity, particularly in the Gulch and Downtown core.



KEY MARKET SIGNALS

- 55 new active listings entered the market in April, down slightly from March's inventory surge but still reflecting strong seller confidence entering Q2.
- 18 closed sales were recorded in April, making it the highest transaction month of the year as buyers absorbed Q1 inventory.
- Average active list price remained stable at approximately \$1.24M, reinforcing continued pricing strength across Nashville's luxury condo market.
- Average price per square foot held near \$817, signaling consistent buyer demand despite increased inventory levels.

TOWER PERFORMANCE & PRICING ANALYSIS

April activity confirmed continued strength across Nashville's luxury high-rise market, with transaction volume accelerating as buyers absorbed inventory introduced during Q1. While pricing remained stable overall, performance varied significantly by tower, location, and product positioning.

Newer luxury developments in the Gulch and Downtown core continue commanding premium price-per-square-foot valuations, while established towers remain competitive through larger floorplans, amenities, and relative value opportunities.

Building	Active Price Range	Avg \$ / Sq Ft	Avg Days on Market (DOM)	Activity
505 Church	\$414,900 – \$1.07M	\$811	117	2 Sold
Icon Nashville	\$349,000 – \$1.01M	\$645	91	2 Sold
The Four Seasons	\$1.39M – \$33.5M	\$2,473	127	8 Active Units
TwelveTwelve	\$440,000 – \$989,000	\$702	130	17 Active Units
Rhythm	\$400,000 – \$1.15M	\$525	85	9 Active Units
CityLights	\$985,000 – \$1.48M	\$594	92	1 Sold
The Encore	\$369,000 – \$995,000	\$670	120	2 Sold
Broadwest	\$754,500 – \$5.79M	\$1,095	183	1 Sold
Terrazzo	\$614,000 – \$1.1M	\$594	51	4 Active Units
The Pullman	\$439,000 – \$2.9M	\$764	51	4 Active Units

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

Q1 vs. START OF Q2

The Nashville luxury high-rise market transitioned sharply in April from inventory accumulation to transaction execution. Following March's aggressive listing activity, buyers entered Q2 with stronger urgency, producing the highest monthly closing volume of 2026 so far.

While inventory remains elevated compared to the beginning of the year, pricing stability and transaction velocity continue signaling a healthy and balanced luxury market environment.

NEW LISTINGS

MARCH 2026 → APRIL 2026
64 units → 55 units

Inventory moderated slightly after March's aggressive listing surge, while seller confidence remained elevated entering Q2.

CLOSED SALES

MARCH 2026 → APRIL 2026
10 sales → 18 sales

Transaction volume accelerated sharply as buyers absorbed Q1 inventory, producing the strongest closing month of 2026 so far.

AVG LIST PRICE

MARCH 2026 → APRIL 2026
\$1.24M → \$1.24M

Luxury pricing remained stable despite elevated inventory levels across Nashville's vertical market.

AVG PRICE PER SQ FT

MARCH 2026 → APRIL 2026
\$817 → \$817

Price-per-square-foot valuations held firm across core luxury luxury towers, signaling continued buyer confidence.

MARKET TAKEAWAY

The market remains balanced, but leverage is gradually shifting toward buyers as inventory normalizes. Sellers entering Q2 must rely on stronger positioning, presentation, and pricing precision to remain competitive.

NOTABLE TRANSACTIONS



The Pullman — Gulch luxury new construction

**Notable
Active
Listing**

The Pullman — Gulch

\$2,900,000

2 Beds | 2 Baths | 1,830 Sq. Ft.



The Manning — boutique ultra-luxury residence

**Highest
Closed
Sale**

The Manning — West End

\$3,500,000

Approx. 2,500 Sq. Ft.

Luxury buyers continue prioritizing premium finishes, walkability, architectural quality, and lifestyle-driven locations across Nashville's evolving high-rise market.

Q2 MARKET OUTLOOK



As Q2 gains momentum, April's surge in closed transactions confirms that Nashville's luxury high-rise market remains highly active despite elevated inventory levels. Buyers continue absorbing well-positioned inventory as confidence returns heading into the peak Spring and Summer selling season.

Buyer behavior is becoming increasingly selective, with stronger emphasis on pricing accuracy, presentation, amenities, and overall building positioning. Properties aligned with current market expectations continue transacting efficiently, while overpriced inventory faces longer marketing timelines.

New luxury developments in the Gulch and Downtown core continue influencing pricing benchmarks across the vertical market, while established towers maintain value through larger floorplans, mature amenities, and relative pricing advantages.

Nashville's luxury vertical market remains fundamentally strong entering the peak 2026 transaction cycle.

WHY LIST WITH Alexander Brandau IV

Nashville's vertical market is shifting — and representation matters more than ever. Alexander's precision marketing, record of elite closings, and understanding of high-rise buyer psychology deliver results that rise above market trends.



Whether selling in the Gulch, Midtown, or West End, Alexander and his team tailor each strategy to maximize your property's story and value.

Thinking about selling or curious what your condo is worth?

Scan the QR code to schedule a private consultation with Alexander and explore your property's market potential.

