

Prepared for
Nashville's Vertical
Property Owners

by Alexander Brandau IV

NASHVILLE LUXURY HIGH-RISE MARKET REPORT
SEPTEMBER 2026

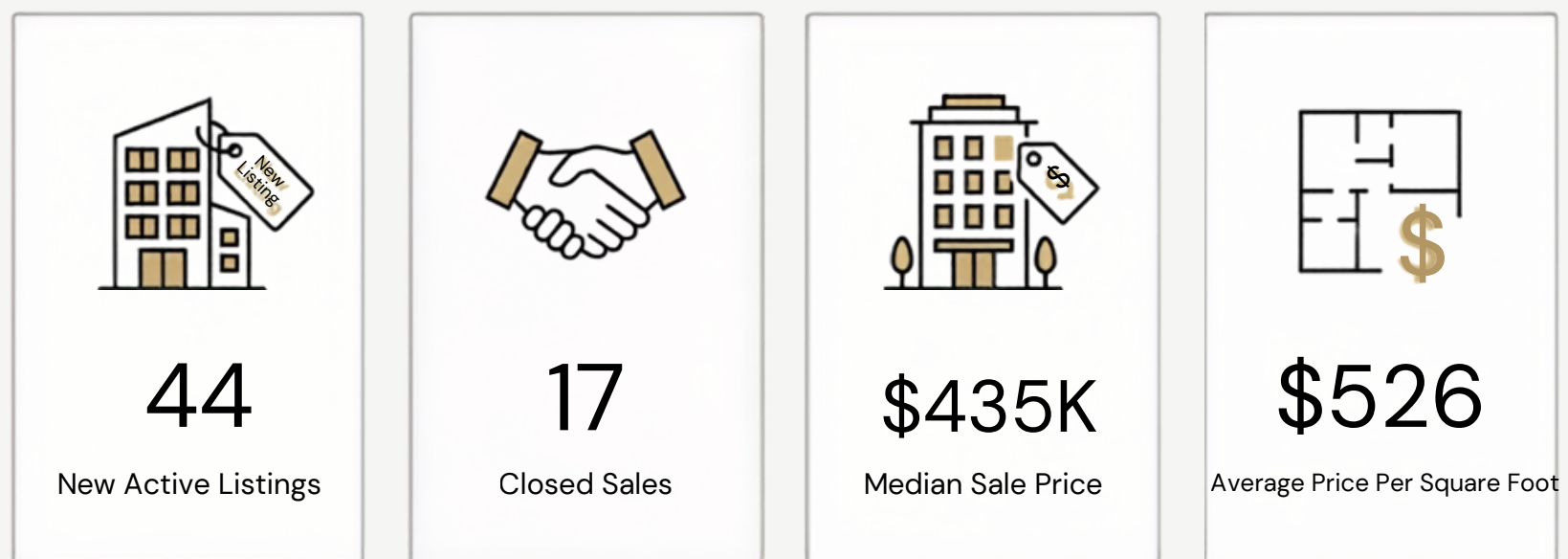
Luxury condominium market update for Davidson County

MARKET OVERVIEW

Q3 AT A GLANCE

The Davidson County high-rise market closed out the third quarter with more sales and softer pricing. Closings rose to 17 and the luxury tier came back, with four sales above \$1 million, while inventory climbed to 262 units, its highest level of the year.

September recorded 44 new active listings and 17 closed sales, with a median sale price of \$435K and average closed price per square foot of \$526. Sale-to-list slipped to 93.8% as buyers negotiated on longer-held listings, while correctly priced residences still sold quickly.



KEY MARKET SIGNALS

- 44 new active listings lifted total inventory to 262 units, a 2026 high.
- 17 closed sales, up from 14 in August.
- 4 sales above \$1 million showed the luxury tier is back.
- \$435K median sale price reflected more entry-level closings.
- 93.8% sale-to-list and aging listings gave buyers more leverage.

TOWER PERFORMANCE & PRICING ANALYSIS

The Nashville luxury high-rise market picked up in September, with closings rising and the luxury tier returning. Inventory grew as fall listings arrived, giving buyers more choice across Downtown, Midtown, The Gulch, and West End.

Distinct pricing tiers continue defining Nashville's vertical market. Four Seasons and Broadwest remained the city's premier luxury offerings, while Broadwest added two of September's four sales above \$1 million.

Building	Active Price Range	Median List Price per Square Foot	Average Days on Market	Activity
505 Church	\$379.9K – \$11.0M	\$741	159	2 September Closings
Icon Nashville	\$344K – \$1.275M	\$594	67	1 September Closing
Four Seasons Private Residences	\$1.095M – \$19.9M	\$1,567	137	No September Closings
TwelveTwelve	\$420K – \$1.65M	\$703	161	No September Closings
Rhythm at Music Row	\$370K – \$1.15M	\$503	111	2 September Closings
CityLights	\$685K – \$999.9K	\$553	128	No September Closings
The Veridian	\$322K – \$899.9K	\$566	60	No September Closings
The Adelia	\$475K – \$1.395M	\$589	120	1 September Closing
Broadwest	\$700K – \$5.8M	\$949	165	2 September Closings
Terrazzo	\$459K – \$950K	\$562	87	1 September Closing
The Pullman	\$399.9K – \$2.795M	\$677	63	No September Closings

September activity spread across price points, with The Encore leading closing volume with four sales, including a full-price \$1.2M penthouse.

AUGUST vs. SEPTEMBER 2026

Davidson County's luxury high-rise market picked up in September as closings rose and the luxury tier returned. Inventory climbed to 262 units as fall listings arrived, while sale-to-list softened as buyers negotiated on longer-held listings.

Closed sales increased month-over-month, while the median sale price fell as entry-level closings took a larger share of sales. Four sales above \$1 million showed top-end demand is still there for the right product.

NEW LISTINGS AUGUST 2026 46 Units → SEPTEMBER 2026 44 Units New supply held steady while total inventory climbed to 262 units.	CLOSED SALES AUGUST 2026 14 Sales → SEPTEMBER 2026 17 Sales Closings picked up, led by four sales at The Encore.
MEDIAN SALE PRICE AUGUST 2026 \$622.5K → SEPTEMBER 2026 \$435K Median pricing fell as entry-level sales took a larger share.	AVERAGE PRICE PER SQUARE FOOT AUGUST 2026 \$542 → SEPTEMBER 2026 \$526 Price per square foot eased slightly with the sales mix.

MARKET TAKEAWAY

September brought more sales and softer pricing. Closings rose to 17 and four sales cleared \$1 million, but sale-to-list slipped to 93.8% and inventory reached a 2026 high. Buyers gained leverage, while correctly priced residences still sold quickly.

NOTABLE TRANSACTIONS



**Notable
Active
Listing**

Paramount

— 1010 Church St #5802

\$9,000,000

3 Beds | 3.5 Baths | 3,443 Square Feet



**Notable
Closed
Sale**

The Encore

— 301 Demonbreun St #2016

\$1,200,000

2 Beds | 2.5 Baths | 2,008 Square Feet

Top-floor penthouse sold at full asking price, under contract one day after hitting the market.

FEATURED LISTING



THE VIRIDIAN • DOWNTOWN NASHVILLE

415 Church St #1702

\$510,000

1 Bed | 1 Bath | 827 Square Feet

PROPERTY HIGHLIGHTS

- 17th-floor downtown views
- Office nook for a desk
- Updated kitchen and bath
- TV and internet included
- 24-hour concierge
- Fitness center & pool
- Walk to Broadway, Fifth + Broadway & Bridgestone Arena

View Full Property Details



Scan to view the complete listing, additional photos, and schedule your private showing.

Experience elevated downtown living at The Viridian. Expansive 17th-floor views, updated finishes, and 24-hour concierge service combine with one of Nashville's most walkable locations to create an exceptional opportunity for both homeowners and investors.

MARKET OUTLOOK - OCTOBER 2026



The Nashville luxury high-rise market enters October with the balance tilting toward buyers. September brought 17 closings and 44 new listings, lifting active inventory to 262 units while sale-to-list slipped to 93.8%.

The luxury tier came back in September with four sales above \$1 million, including a full-price penthouse at The Encore and two Broadwest residences. Top-end inventory, including a \$9,000,000 Paramount residence relisted in September, will test how deep that demand runs this fall.

For buyers, 51 listings beyond 180 days create real negotiating opportunities. For sellers, realistic pricing matters more than ever, as correctly priced residences continue to sell quickly while aspirational pricing sits.

Looking ahead, October is likely to be measured, with only eight units under contract heading into the month. Rising inventory and normal fall cooling should keep buyers in a strong position through year-end.

September tilted the market toward buyers: rising inventory, softer sale-to-list performance, and a luxury tier that still rewards precise pricing.

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.

